

GRAIN DEALERS JOURNAL

Devoted to the construction and operation of better grain handling plants.

In This Number:

New Illinois Warehouse Law

Anti-Friction Bearings

Farm Seed Ass'n of North America Succeeds
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Seedsman Denounce the Price Cutter and
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Indiana Dealers Have Delightful Outing and
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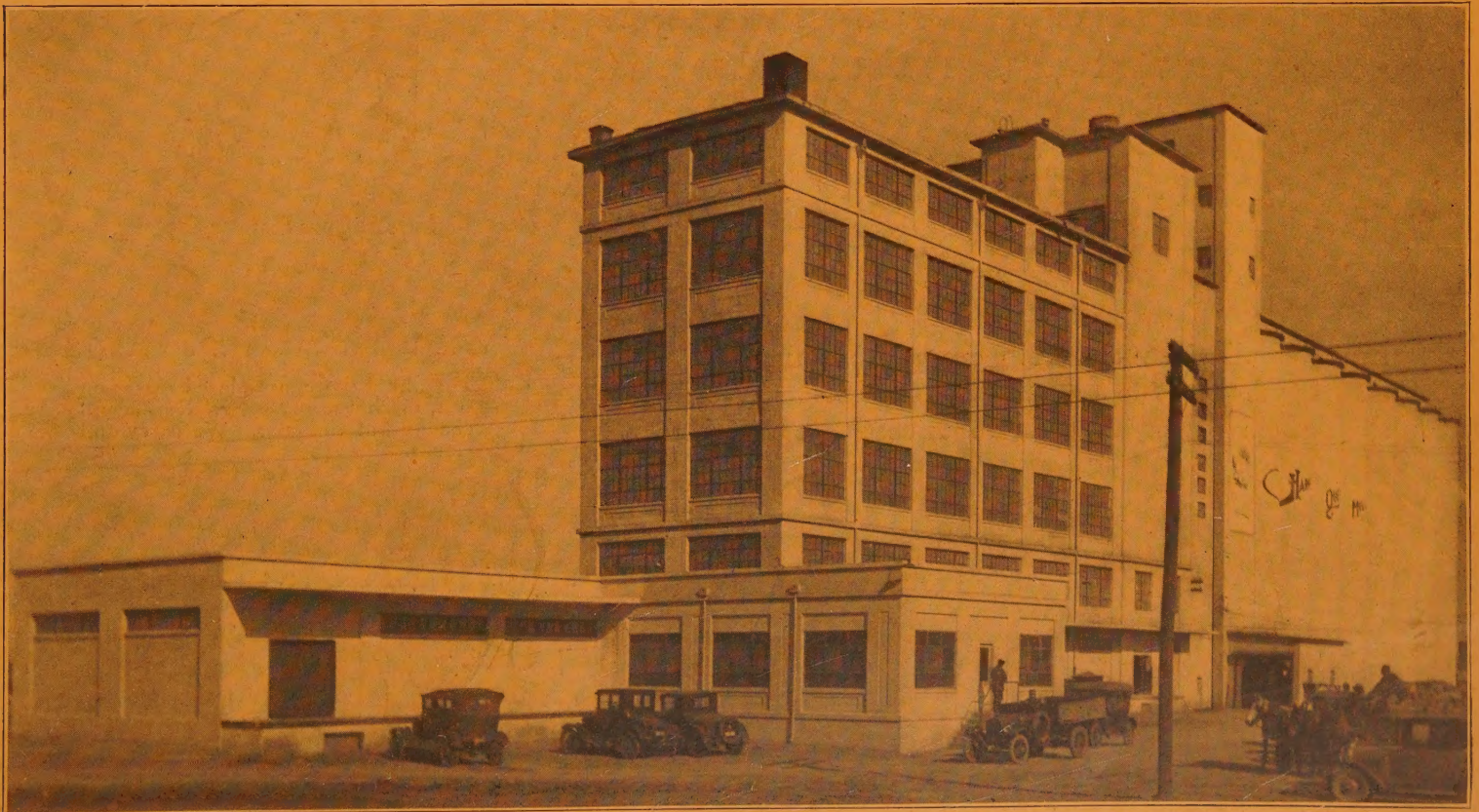
Minnesota's New Grain Storage Law

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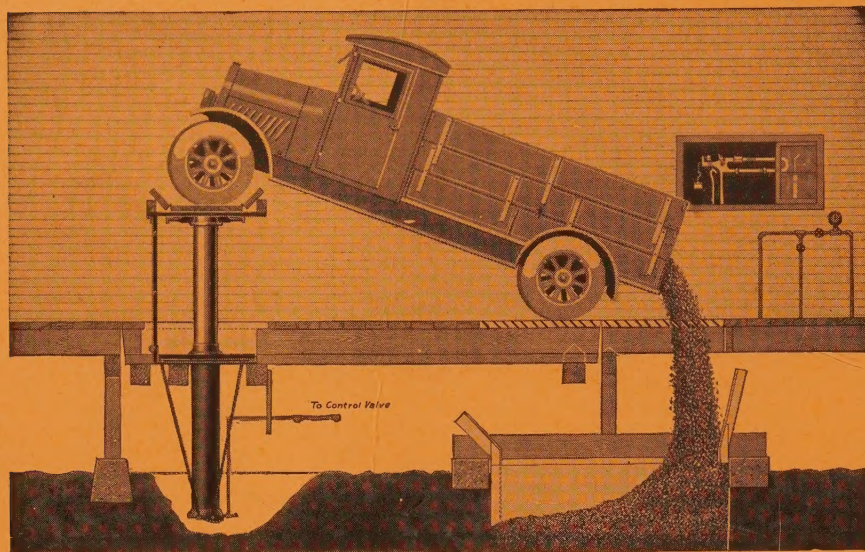
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New Fireproof Plant of the Harvest Queen Mill & Elevator Co., at Plainview, Tex.
[Described in this number.]



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(Continued on next page.)

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308-310 Chamber of Commerce, Baltimore

Moosomin, Sask.—Your Journal is al-
ways welcome and is well worth the price.
If you will look at your 1902 subscription
list you will find my name there.—C. D.
Pals.

GORDON GRAIN CO.
CONSIGNMENT SPECIALISTS
ST. JOSEPH, MO

SOME GRAIN DEALERS have realized a fortune from the offerings others overlooked. Our advertising pages as well as our reading matter columns present real opportunities to alert readers. Better keep your eyes open and look around as the entire contents of the Journal are prepared especially for you.

DENVER

shipments. Any of the Grain Exchange members listed below will be glad to give you any information you may desire. Better still—ship at least one car to any of them and be convinced.

Houlton Grain Co.

Wholesale Grain.
Get in touch with us.

Farmers Union Mfg. & Elev. Co.

Millers and Grain Merchants.
38th and Wynkoop Sts.

O. M. Kellogg Grain Co.

Receivers shippers of all kinds of grain.

The Conley-Ross Grain Co.

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Grain Merchants—Export and Domestic.

Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

Produce Exchange
Members

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J. F. ZAHM & CO.

TOLEDO, OHIO
Your consignments and orders for future
solicited in either
GRAIN OR SEEDS
TOLEDO OR CHICAGO

SOUTHWORTH'S WEEKLY REVIEW

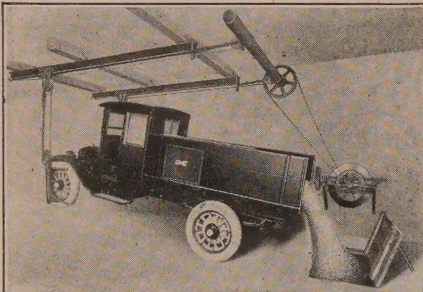
Covers GRAIN, SEED AND COTTON
It is FREE to all within our business range

SOUTHWORTH & CO., TOLEDO, OHIO

JOHN WICKENHISER & CO.

Wholesale Grain Dealers
TOLEDO, OHIO

We make track bids and quote delivered prices. Solicit Consignments of Grain and Clover Seed. Members Toledo Produce Exchange and Chicago Board of Trade.



The McMillin Wagon & Truck Dump

THE POWERFUL DUMP
Speedy — Substantial — Durable

Our quick, simple, safe and easily operated arrangement for attaching and detaching to the front wheels of a vehicle does away with the many objectionable features in truck dumps,—as there is nothing lifted but the front end of the vehicle.

This lifting arrangement being connected to the overhead trolley is a simple way of hoisting at any point along the track, and causes this dump to be able to dump into one single dump door or any number of dump doors regardless of the length of the vehicle or the distance the dump doors are apart.

This dump is doubly strong for the heaviest loads. Vehicles can be raised to any angle and stopped, or stopped at any point.

Standard sized dump doors are all that is required. All dumps equipped for hand or power operation. TWO horse power motor or a 3" belt from other machinery is sufficient power.

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525 Board of Trade Building
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Cover's Dust Protector

Rubber Protector, \$2.00
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.
H. S. COVER
Box 404 South Bend, Ind.



10,000 SHIPPERS
Are now using

TYDEN CAR SEALS

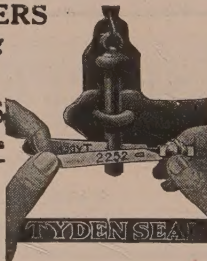
Bearing shipper's name and consecutive numbers.

Prevent
CLAIM LOSSES

Write for samples and prices

INTERNATIONAL SEAL & LOCK CO.

Chas. J. Webb, Vice President
617 Railway Exchange Bldg., Chicago, Ill.



CONE-SHAPE GRINDERS

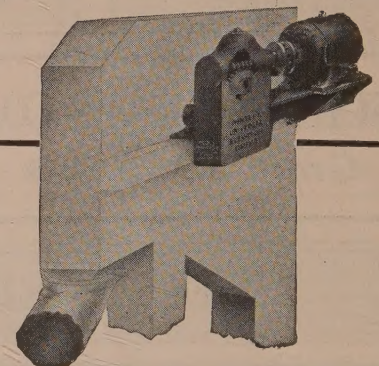
IT PAYS TO GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." E. W. Wait, Jacobsburg, O.

10 sizes; 2 to 25 H. P. Write for free catalogue.

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New Method of Applying Motor Power to Elevating Leg

The Drive that is positive, self-oiling, self-aligning, and has a releasable back stop.

Chrome Nickel Steel Worm and Phosphor Bronze Worm Wheel. All main bearings Timken, tapered, anti-friction, roller.

The Drive that is endorsed by Underwriters and efficiency engineers.

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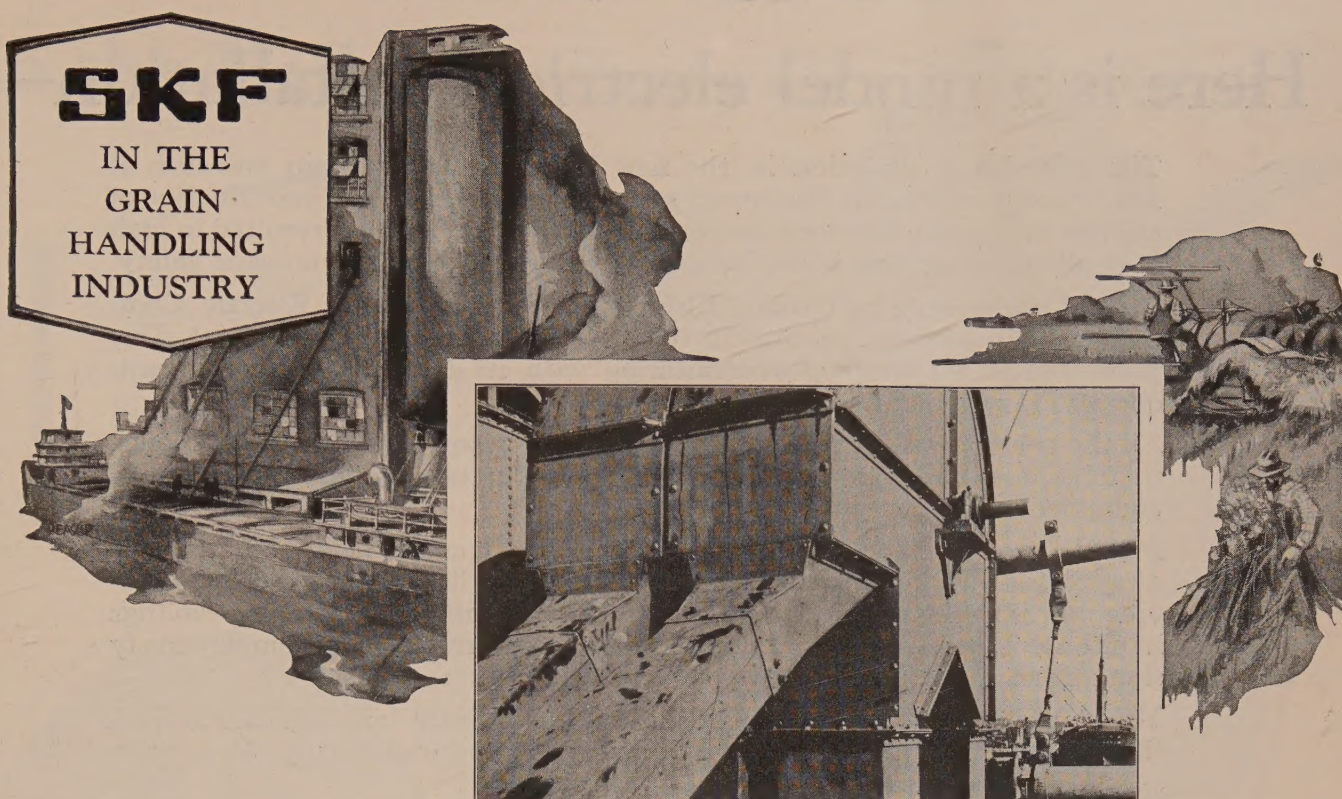
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where every progressive grain dealer will see it and keep it there.

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When writing advertisers mention the Grain Dealers Journal of Chicago which works to improve your trade conditions. By so doing you help it and your own business.



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EXPOSED to climatic changes, dust and grit, the Skayef Self-Aligning Ball Bearings on this grain elevator perform faithfully day after day without complaint or loss of valuable time for repairs or frequent lubrication.

The bearings are so housed as to exclude every bit of foreign matter. Lubricant cannot leak out and is retained for long periods. Chrome steel balls rolling in races of hardened steel, made to the highest precision, insure a long-life bearing.

SKF INDUSTRIES, INCORPORATED, 40 East 34th Street, New York City

1846

**Ball
Bearings**



**Roller
Bearings**

Here is a model electrical installation—

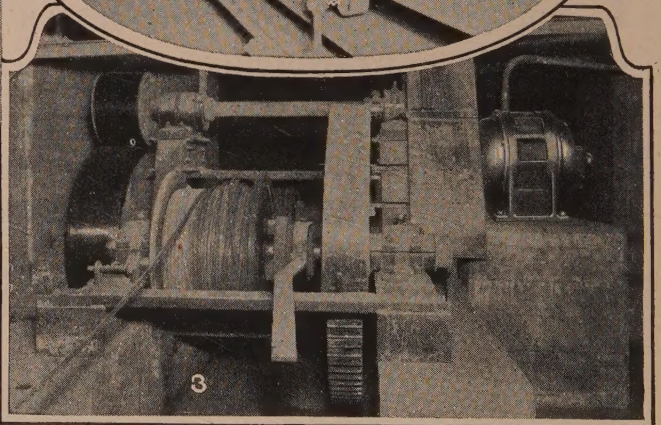
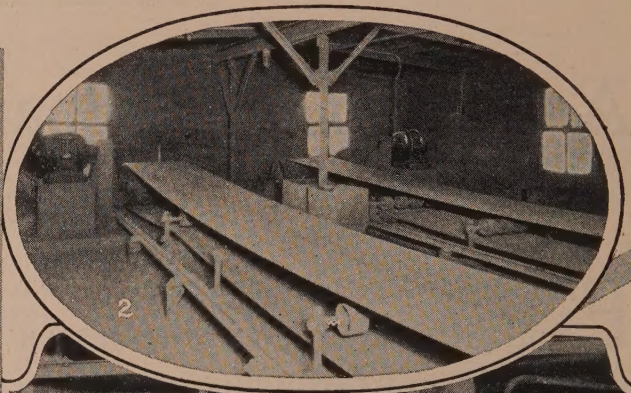
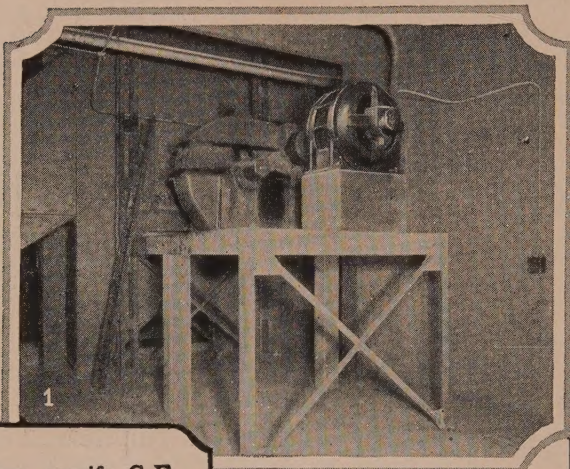
The electrical installation in the new Hallet & Carey grain elevator, at Minneapolis, represents the correct selection, application, and coördination of electric equipment for every process in the elevator. This has resulted in high over-all efficiency, low power bills, good insurance risk, and unusual safety.

Careful engineering by General Electric and the Industrial Electric Company, of Minneapolis, resulted in the close motoring of all equipment. This prevented all the waste of overmotoring with its extra cost of equipment, operation, and maintenance.

All the control was concentrated and placed in inexpensive dust-tight rooms, thereby obviating the large expense of purchasing dust-tight control equipment.

Provisions were made to disconnect the power transformers from the line after regular working hours—thereby making the lighting transformers provide power for lights, electric heat, and the man lift. The resultant savings in electrical losses will pay for the power transformers in a comparatively short time.

Year after year the Hallet & Carey elevator will earn large dividends from this sound investment in good equipment and good engineering. It pays to specify G-E Motorized Power.



When you specify G-E Motorized Power, G-E specialists study your electric drive problem, recommend the form of drive best suited, select the proper motor or motors from the extensive G-E line, select the necessary control equipment, and then see that the installation is satisfactorily made and serviced. This complete service is readily available through your nearest G-E office.



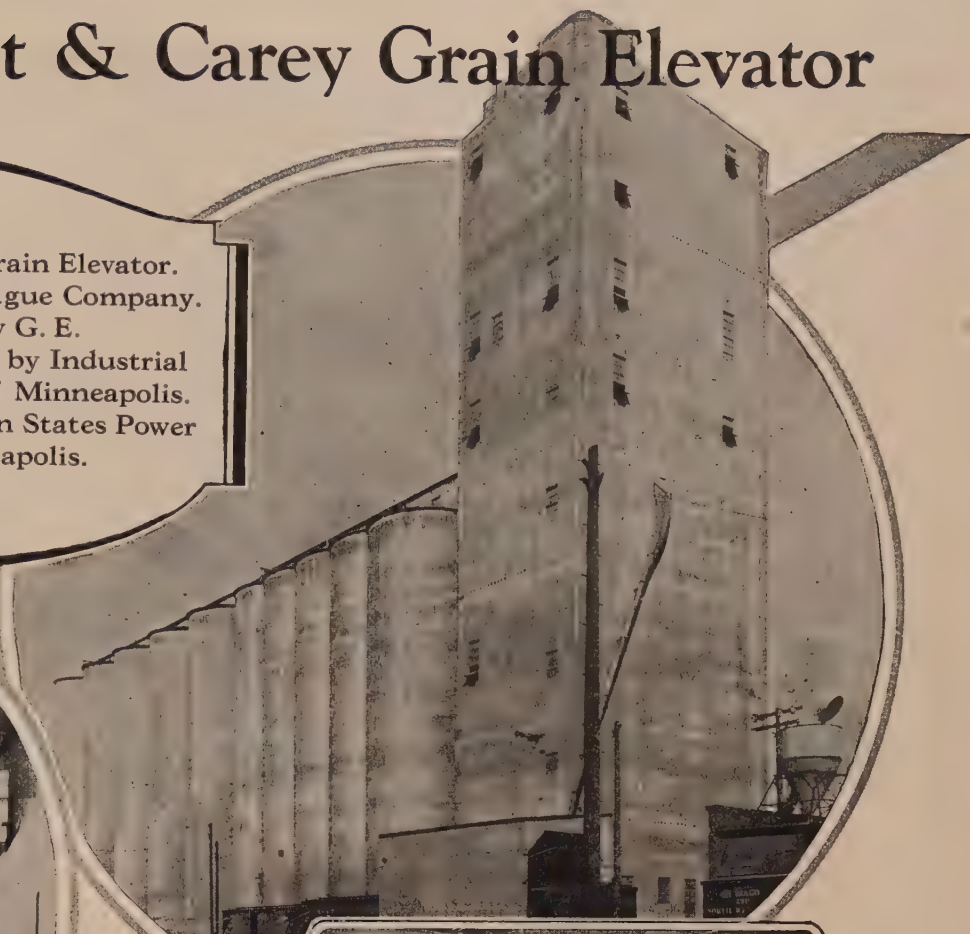
Motorized Power
—fitted to every need

GENERAL

GENERAL ELECTRIC COMPANY, SCHENECTADY, N. Y.

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The Hallet & Carey Grain Elevator.
Built by McKenzie-Hague Company.
Electric Equipment by G. E.
Electrical Installation by Industrial
Electric Company of Minneapolis.
Served by the Northern States Power
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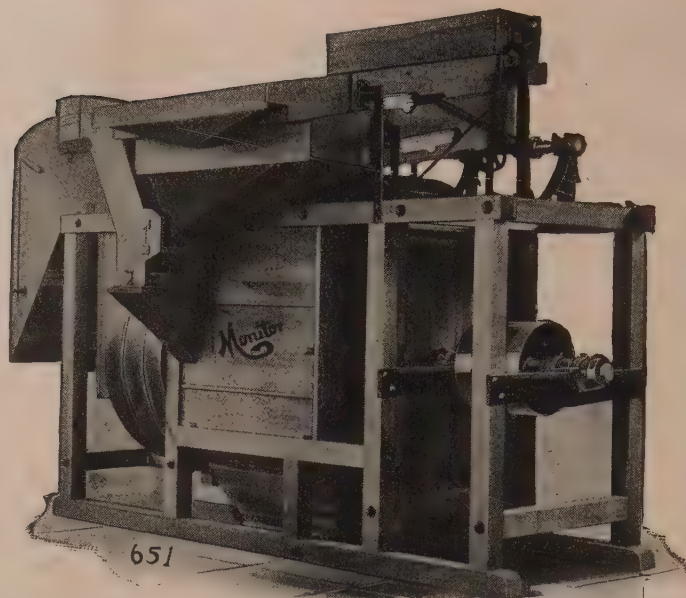


- 1.—50-h.p., Type FTR, 900-r.p.m., 440-v. motor driving a 12,000-bushel receiving leg through a double-reduction speed reducer
- 2.—Two 20-h.p., Type FTR, 900-r.p.m., 440-v. motors driving cupola belts over storage bins through silent chains
- 3.—50-h.p., Type KT, 900-r.p.m., 440-v. motor driving the double-reel car puller
- 4.—7½-h.p., Type KT, 1800-r.p.m., 440-v. motor driving dust collecting fan for head-shaft floor
- 5.—One of the dust-tight control rooms located on spouting floor
- 6.—30-h.p., Type KT, 600-r.p.m., 440-v. motor driving an oat clipper on the scale floor
- 7.—Concentration of standard G-E control in one of the dust-tight control rooms. This control is operated by push-button stations located near machinery

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SALES OFFICES IN PRINCIPAL CITIES

The Harvest Queen Mill and Elevator, Plainview, Texas, is equipped with 1 No. 3-A Monitor Aspirator; 1 No. 260 Monitor Magnetic Separator and 2 No. 257 Monitor Magnetic Separators.



The Harvest Queen Mill and Elevator, Plainview, Texas, is equipped with 1 No. 4 Monitor Scouring Machine; 1 No. 59-B Monitor Milling Separator.

Will It Be Smutted?

Or will the rains come at the wrong time and start wheat sprouting?

Could one know the conditions that the future will bring, one could arrange for them.

But if your plant has a MONITOR, you have no cause for worry. Whatever the condition, you are all set for it. And if smut or grown wheat prevail but one year out of three, it would pay you to have the MONITOR for in one year of smutty, off-grade or grown wheat, the machine will pay for itself twice over.

Why not order one and be ready? It is guaranteed to do as we claim.

Look over the big plants and note the MONITOR. Why? Ask them.

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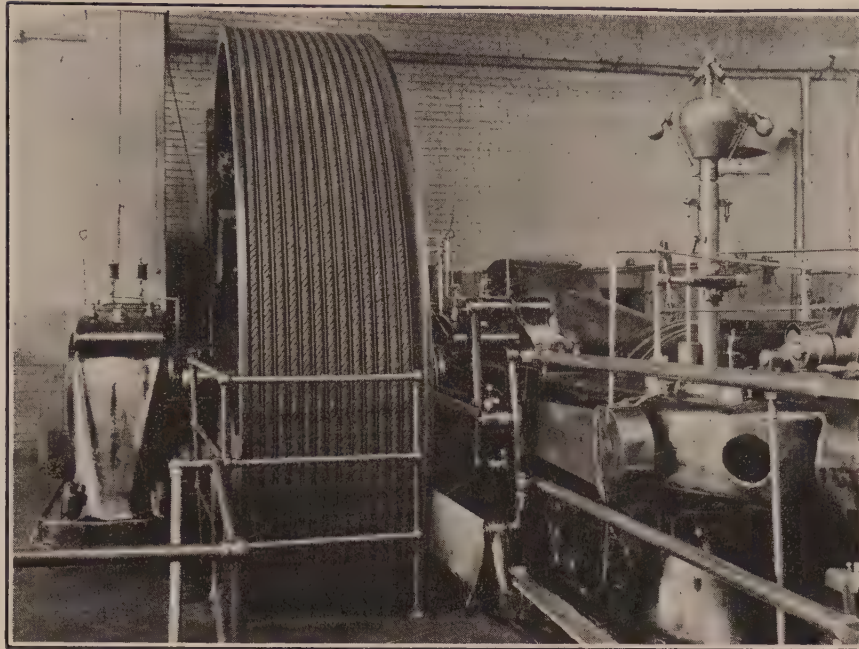
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will assure you of steady service for many years.

The ability of the Columbian Rope Company to make this Quality Transmission Rope perfect is attributed to the proper selection of fibre and the use of the latest design cordage machinery.

On the hundreds of rope drives, it has justified its reputation as a Leader many times because of its extra long, and trouble-free service.

When you next renew the rope for your drive, specify Columbian *Tape-Marked* Pure Manila Transmission Rope. You can immediately recognize it by the red and blue outer yarns and the red, white and blue Tape-Marker, which is found in one of the strands.



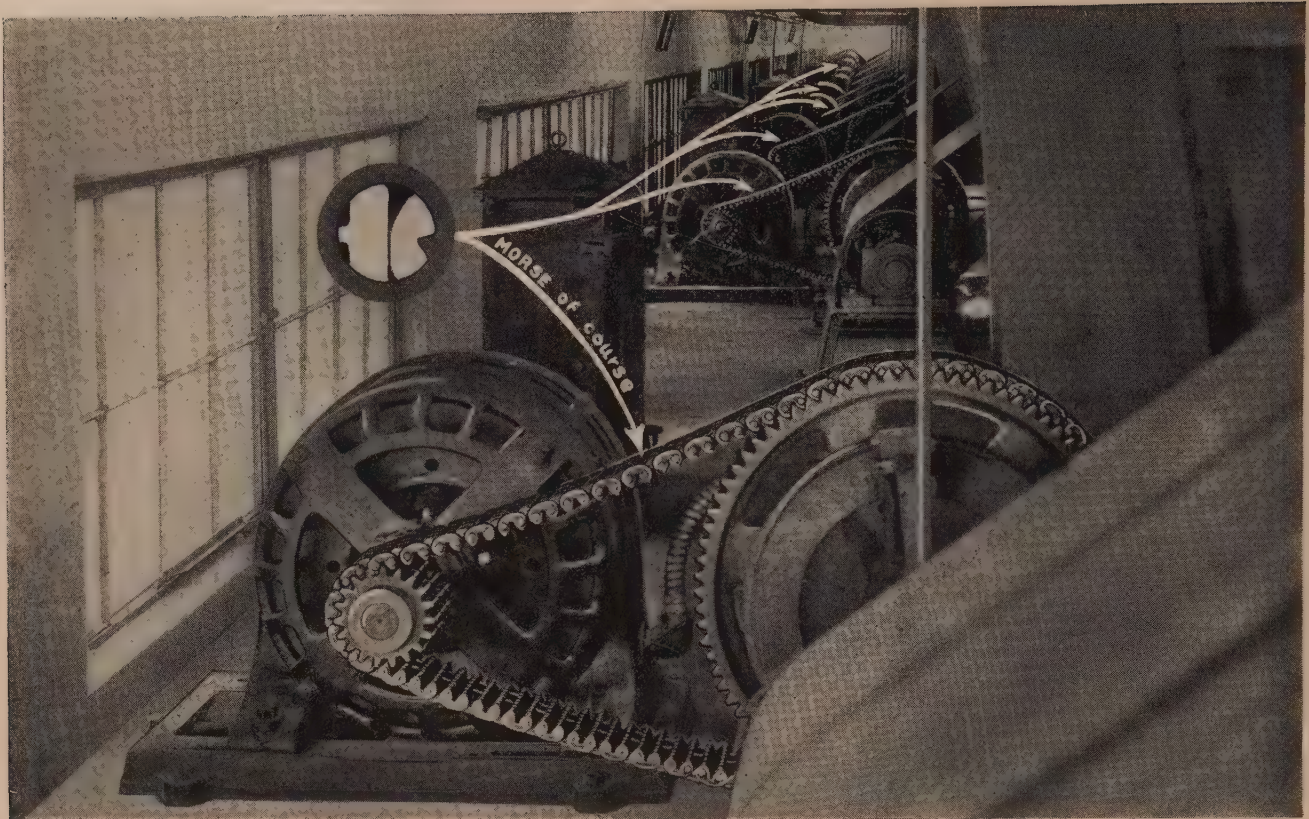
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Branches: New York Chicago Boston New Orleans





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"The Baltimore & Ohio's \$5,500,000 Locust Point Grain Elevator, completed in 1924, has made Baltimore second only to Montreal as a grain shipping point. Located at tidewater, this elevator has a capacity of 3,800,000 bu., which can be increased to over 6,000,000 bu. It is the most rapid grain handling elevator in the world: unloads and stores a car of grain in 7 minutes, and loads ships at the rate of 150,000 bu. an hour. It can load 6 ships at once, and unload an average size schooner in an hour.

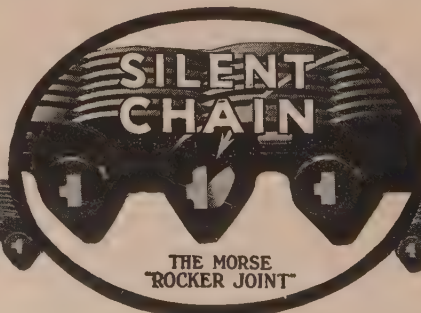
"The elevator machinery is electrically driven, requiring 150 motor units with a combined capacity of 6530 H. P. Approximately half this horsepower is driven through 65 Morse Silent Chain Drives, ranging from 10 to 150 H. P. In 3 years' operation, they have given complete satisfaction, with very low repairs and maintenance.

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*Ask for complete data on Morse Drives as
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MORSE CHAIN CO., Ithaca, N. Y., U. S. A.

MORSE



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1977



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IN less than three years, in the country's greatest grain centres.

OVER 18 MILES OF
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—in all sizes up to 48" wide—have been used in equipping these plants; testifying to the approval of over 40 of the leading experts in the grain elevator field.

Diamond Grain Belts are now handling America's grain at

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and other grain centres. You will make no mistake in specifying Diamond.

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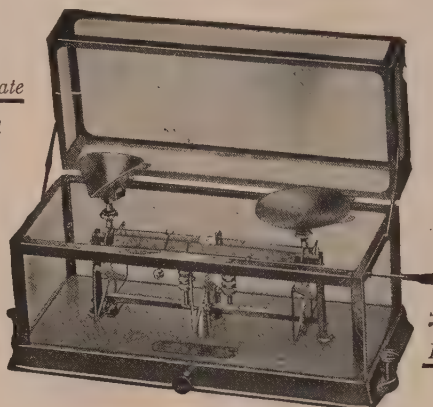
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For determination of percentage of damaged ker-
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Accurate

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CAPACITY — FLEXIBILITY — SERVICE
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to give at least 20% greater capacity than any other
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Write for long service records and Booklet 15B.

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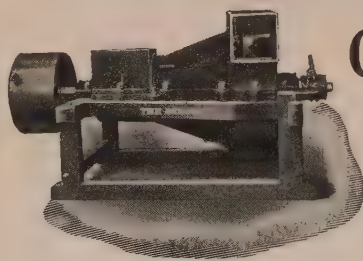
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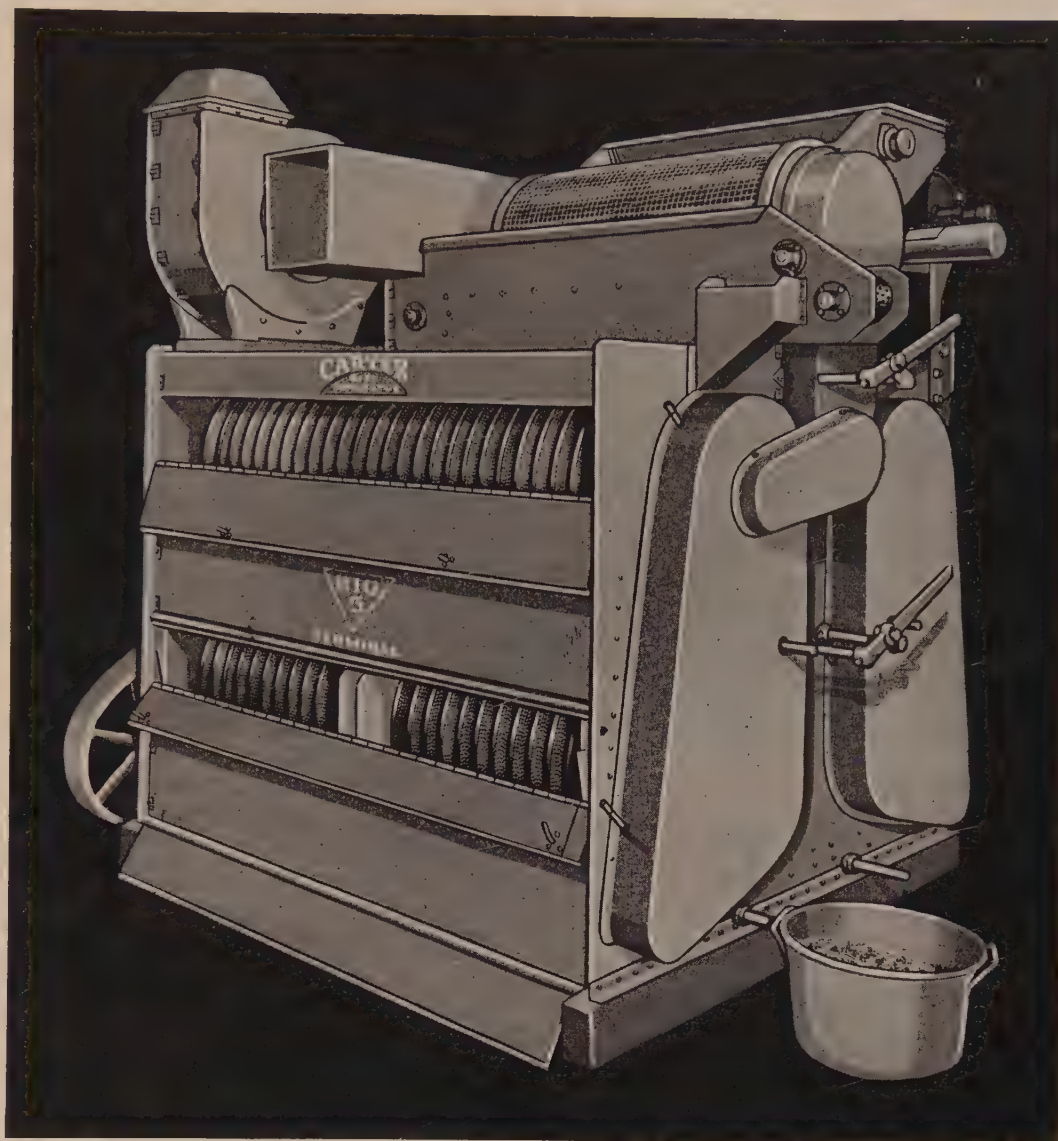
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3,000,000 Bushel Grain Elevator
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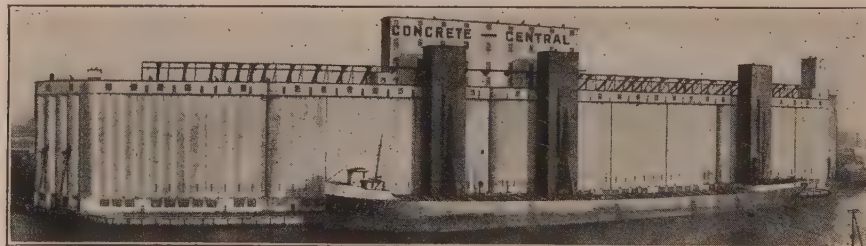
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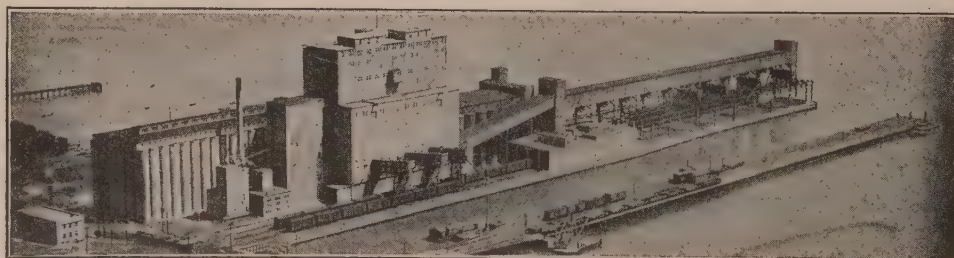
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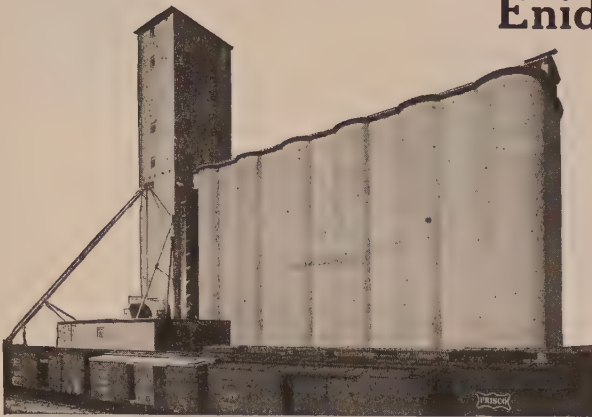
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Kansas City, Kans.

Capacity

6,500,000 Bushels

John S. Metcalf Co.

Grain Elevator Engineers and Constructors

111 W. Jackson Blvd., Chicago

434 St. Francois Xavier St., Montreal

837 W. Hastings St., Vancouver, B. C.

DIRECT HEAT OR STEAM CONTINUOUS FLOW MADE IN ALL SIZES
Randolph Grain Driers
THIS DISTINGUISHES THE BEST FROM THE REST

Recent Terminal Installations

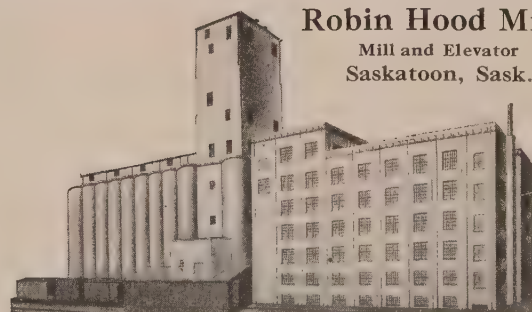
Russian Government (16 driers).....Moscow
Washburn Crosby Co.....Buffalo
Seneca Elevator Corp.....Buffalo
Early & Daniels Co.....Indianapolis
Fostoria Storage & Trans. Elev., Fostoria, Ohio
Capitol Elevator Co.....Duluth, Minn.
Reliance Terminal Elevator...Fort William, Ont.
Consolidated Elevator Co....Fort William, Ont.
Northwestern Elevator.....Fort William, Ont.
Northland Elevator.....Fort William, Ont.
N. M. Paterson Co.....Fort William, Ont.
Grand Trunk Pacific Elevator, Fort William, Ont.

Write or wire for catalogue

O. W. Randolph Company
TOLEDO, OHIO, U. S. A.



1000 bu. per hr. Direct
Heat Drier in Tank



Robin Hood Mills

Mill and Elevator
Saskatoon, Sask.

Now Under Construction by

McKENZIE-HAGUE COMPANY

MINNEAPOLIS and SASKATOON



"Eureka"—"Invincible" Grain Cleaning Machinery



The Sensation of the year!

The new "Eureka" GARLIC separator

functioning on a radically novel principle.

99% extraction guaranteed.

Photographs are now available.

REPRESENTATIVES

Edw. P. Lacey, 6645 Stewart Ave., Chicago, Ill.
J. Q. Smythe, 3142 Bellefontaine St., Indianapolis, Ind.
F. E. Dorsey, 3850 Wabash Ave., Kansas City, Mo.
Dwight Dill, 700 N. Winnetka Ave., Dallas, Texas

B. M. Estes, 1429 Allston St., Houston, Tex.
Geo. S. Boss, Grand Hotel, New York City
W. M. Mentz, Sinks Grove, W. Va.
Bert Eesley, Box 363, Fremont, O.

Special Sales Agents: Strong-Scott Mfg. Co., Minneapolis, Minn.

S. HOWES CO., Inc.

INVINCIBLE GRAIN CLEANER CO.
SILVER CREEK, N.Y.



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

You can't get horses down in the pit with a

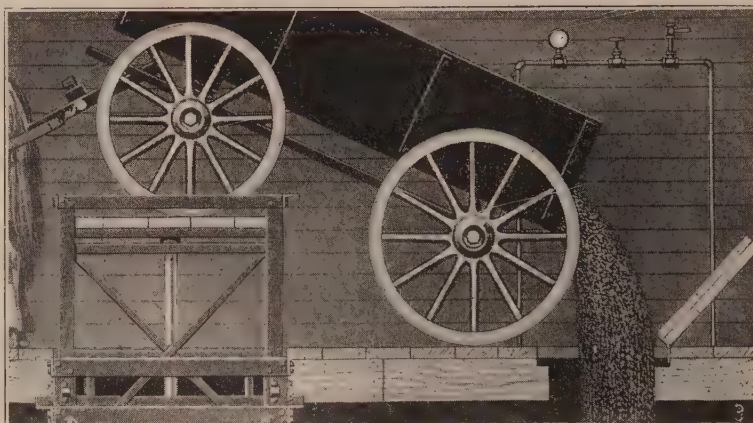
Kewanee

All Steel Truck Lift

because there are no pit openings of any kind

A Kewanee All-Steel Truck Lift is the *safest truck dumping outfit you can buy*. It is safe for horse drawn vehicles as well as trucks. Unlike some other truck dumps, it is impossible for a horse to get down into the pit—because there are no pit openings of any kind. Even a “skittish” team can't back, nor pull a wagon or sled off the lift.

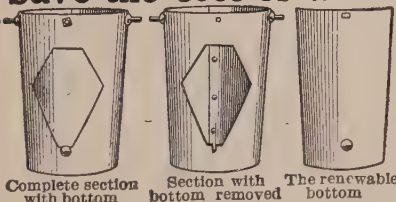
When you are dumping a horse-drawn vehicle you don't need to remember to unloose any latches. The lift frame is the *only part which moves* and the team stands on the solid floor. Everything is automatic. The lift frame rises flush with the floor, so there are **no cracks into which a horse can get his foot**. A heavy steel apron, permanently attached to the movable lift frame, back of the team, prevents a horse from sticking his foot in the lift frame and getting it caught.



Before the lift rises the Safety Device—an exclusive Kewanee feature—automatically rises and surrounds the wheels, *making it impossible to pull the wagon or sled off the lift*.

If you want greatest convenience—greatest safety—at least cost—investigate Kewanee

Save the cost of whole new Spouts



Use a Kewanee Renewable Bottom Spout and when the bottom wears slip in a new one. We guarantee each Kewanee section to wear out 12 bottoms and the bottoms are made from a special analysis steel—tough and long wearing. If you wore out a set of bottoms every year the replacement cost would be little—renewable bottoms for 8" size and smaller cost about 37½ cents. And it's far less expensive to buy new bottoms than to replace entire spouts or try to patch them.

Kewanee RENEWABLE BOTTOM Grain Spout

Order One on Trial

Give us the outside diameter, or outside rectangular measurements of your down spout, and length of spout wanted. We will ship you a Kewanee. Use it a month, six months or a year. If it's not satisfactory to you return it and we'll refund your money.

Kewanee Implement Company

1111 Commercial Street
KEWANEE, ILLINOIS

Gentlemen:

Without any obligation I would like Blue Prints and Prices on a Kewanee Truck Lift for my elevator.

Also: Send me, on trial, a Kewanee Renewable Bottom Grain Spout.

Length of Spout wanted.....feet

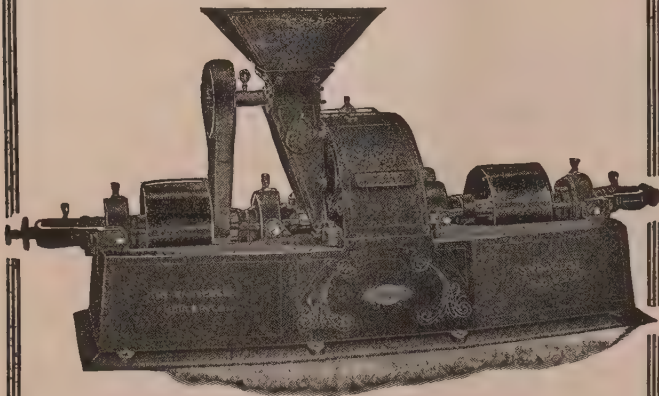
Outside diameter of my down spout.....inches

Round.....: Square.....

Name

Address

The "HALSTED" HAS NO EQUAL



No Seal Rings
Scientific

Positive Feed
Economical

Wick Oiler Bearings

Its best friend is the man who has used other makes.

Grinding Plates alike on both sides, and being reversible, gives FOUR cutting edges.

Highest efficiency at the smallest expense.

THE ENGELBERG HULLER CO.

Incorporated
SYRACUSE, N. Y., U. S. A.

**"Increased Business—Eliminated Competition.
Greatest Capacity with Lowest Upkeep"**

*That's what Sheppardsville Roller Mills,
Sheppardsville, Ky., says of the "Jay Bee" Mill.*

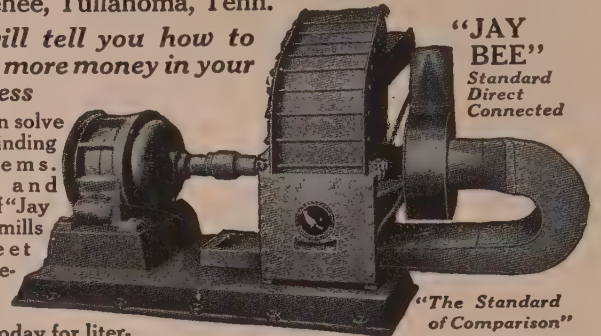
"Jay Bee" users will tell you that the "Jay Bee" is the only mill to buy for fine, fast, economical grinding, of any grain or roughage. Here is proof:

"The 'Jay Bee' has been a trade builder and money-maker since its installation. Have not spent a penny for repairs. It will do everything claimed for it." Lena Grain Co., Conover, Ohio.

"The 'Jay Bee' is the master mill among all other mills that I ever saw grinding all kind of feed and whole wheat flour. You certainly have the best feed mill in the world. You may put this on record." T. B. McGehee, Tullahoma, Tenn.

**We will tell you how to
make more money in your
business**

We can solve
your grinding
problems.
Sizes and
styles of "Jay
Bee" mills
to meet
every re-
quire-
ment.
Write today for liter-
ature, prices, terms, etc.



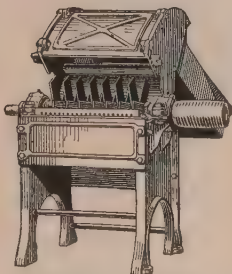
**"JAY
BEE"**
Standard
Direct
Connected

*"The Standard
of Comparison"*

Manufactured by
The Bossert Corp.
Utica, N. Y.

Distributed by
J. B. Sedberry, Inc.
132 Hickory St., Utica, N. Y.

The W-W Hammer Type Feed Grinder



The World's Greatest Feed Grinder

Grinds any grain to any fineness—also alfalfa, etc., separately or together. Makes home grown mixed feed. Five sizes, elevator or blower.

Price \$150 to \$450

Most capacity—less power. No loose working parts. Timken roller bearings. 12 years of successful service.

Distributors Wanted.

Write for bulletin and samples of ground feed.

The W-W Feed Grinder Co., Manufacturers, Wichita, Kans.

Confirmation Blanks Simple-Complete-Safe

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs and returns one and keeps the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate and two sheets carbon bound with pressboard and wire stitched, size 5¼"x8¾".

Order Form 6 CB. Price 90 cts.

Grain Dealers Journal
309 S. La Salle Street CHICAGO, ILL.

Leaky Cars

You Know What They Cost

Kennedy Car Liners

SOLVE THIS PROBLEM

Prevent Leakage of Grain In Transit

**NO WASTE—EFFECTIVE
INEXPENSIVE—EASILY INSTALLED**

We Have Car Liners to Take Care of All Cases of Bad Order Cars.

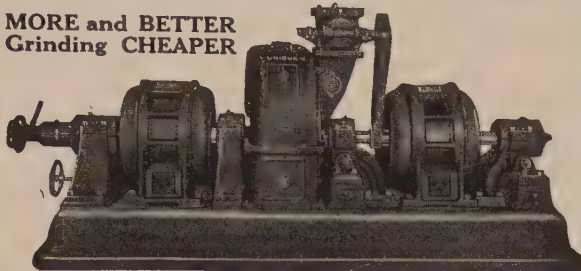
Inquiries for Details Invited.

The Kennedy Car Liner & Bag Co.

Shelbyville—Indiana
Canadian Plant At Woodstock, Ont.

*For Greatest Profit In
Feed Grinding, Employ The*
UNIQUE
BALL BEARING ATTRITION MILL

**MORE and BETTER
Grinding CHEAPER**



The patented curved arm runnerhead admits of producing a greater volume of grinding.

The tramping device insures uniformity of products at all times.

The improved grinding plates—the high grade ball bearings—and the general substantial construction insure that this increased amount of uniform grinding will be done at the lowest possible cost for general maintenance.

We shall be glad to send you complete description on request. Write us.

ROBINSON MFG. CO.

42 Robinson Bldg.

MUNCY, PA.

CHICAGO OFFICE—222 W. ADAMS STREET

**Daddy of the Hammer Mill
and the Biggest Grinder Value**



Williams not only invented the Hammermill, but has also steadily held the lead by constant improvement and giving the biggest value per dollar. Some of the features of the new "730" are, Twice as Many Hammers meaning More Grinding, Patented Metal and Gravel Trap, Patented Adjustments to Overcome Wear, Quadruple Wear Hammers and Air Handling and Sacking. Ten sizes for belt or direct motor drive.

**Williams Patent Crusher
& Pulverizer Co.**

721 Montgomery St.
St. Louis, Mo.

Chicago
37 W. Van Buren St.

New York
15 Park Row

San Francisco
415 5th Street



The Atlas Car Mover

The Car Mover With Power

When you put an Atlas under the wheels of a car there is never a question about moving it.

Compound Action Fully Guaranteed

The Best Car Mover on Earth

APPLETON CAR MOVER COMPANY

Appleton, Wisconsin



**DAY
Dust Collectors**

have been standard equipment in better grain elevators for over forty years.

There's a Reason

The Day Company

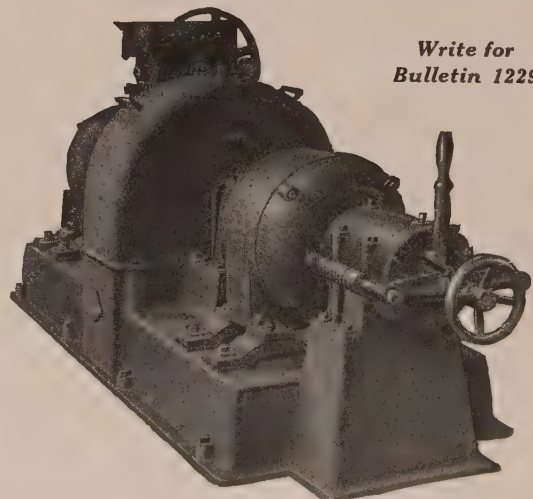
Dust Collecting Engineers

1023-5 Lyndale Ave., N. Minneapolis, Minn.

**Allis-Chalmers
ATTRITION MILLS
GRIND ANY FEED**

**Allis-Chalmers Mfg. Co.
MILWAUKEE**

*Write for
Bulletin 1229*



Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

IOWA—25,000 bu. cribbed grain elevator, feed mill and coal bins for sale. Good condition; excellent territory. Address 58H4, Grain Dealers Journal, Chicago, Ill.

ILLINOIS—35,000 bus. elevator for sale; modern, on I. C. in central part of state. Priced right for quick sale. Address 58M14 Grain Dealers Journal, Chicago, Ill.

SOUTHERN MICHIGAN — Grain Elevator, coal, feed business; good territory; reasonable. Address 59N8, Grain Dealers Journal, Chicago, Ill.

OHIO—10,000 bu. elevator, chop mill and coal yard; electric power; private switch for 7 or 8 cars; good dairy and wheat section close to good markets. Reasonable. Address 59N12, Grain Dealers Journal, Chicago, Illinois.

EAST CENTRAL OHIO—Elevator for sale, 30,000 bushel capacity; on CCC & St. L.; good crop territory where prospects are good; good coal trade. Reasonable terms. Address 58L24, Grain Dealers Journal, Chicago, Illinois.

MONTANA—18,000-bu. cribbed elevator, 7 coal bins, feed grinder and feed shed, for sale cheap. Best prospect for bumper crop; can show exceptionally big profit for past 4 years. Address Hardin Grain & Fuel Co., Hardin, Mont.

WESTERN IOWA, 35,000-bu. elevator with 40,000-bu. oat annex; double corn crib, one feed, one seed and flour house, located in big corn and oat country with extra large territory to draw from. Address 58K9, Grain Dealers Journal, Chicago, Ill.

OKLAHOMA Elevator with hay, grain, flour and feed business for sale. Capacity for small grain 10,000 bushels. Property composed of electrically equipped elevator, flour and feed house, 100 ton hay barn and modern residence. Address P. O. Box 128, Haskell, Okla.

NEBRASKA—Small Lumberyard and good up-to-date elevator; no competition; good crop prospects; good school. Located on Burlington railroad. Also two iron-clad up-to-date elevators and coal sheds in nearby territory. Address 58L13, Grain Dealers Journal, Chicago, Ill.

EAST CENTRAL ILLINOIS—Grain elevator for sale, in heart of corn belt, on concrete road. Main elevator cribbed construction, iron clad, capacity with attached crib 100,000 bus.; coal bins, cement house, fine new 2 room stucco office, Fairbanks type registering scale; large 8 room house with barn and 7 acres land across road from elevator. No competition. You will be pleased when you see it. Address 58F27, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

IOWA—20,000 bu. elevator and coal sheds, priced to sell. Good outfit. Address H. R. Kiefer, Stanley, Iowa.

INDIANA—Two country elevators for sale, doing good business in grain, coal, feed and other side lines. Address 58K11, Grain Dealers Journal, Chicago, Ill.

ILLINOIS—Grain elevator and buildings 250,000 bu. annually; located on Santa Fe. Money maker. To settle estate; only \$11,000. Better hurry. Merriner Land Co., Streator, Ill.

ILLINOIS—Elevator and annex for sale, 200,000 bu. annually; on main line C. B. & Q. R. R. A money maker. Must dispose of same immediately. First National Bank, Galva, Ill.

INDIANA—Elevator; coal, feed and grain business for sale; good plant; good location; no competition; capacity 18,000 bus. Priced right. Address 59N6, Grain Dealers Journal, Chicago, Ill.

NEBRASKA—modern 25,000-bu. elevator for sale, located in best town in north central part of state. Crop conditions wonderful. If interested write The Cornbelt Lumber Co., Lincoln, Nebr.

SOUTHERN MICHIGAN—Grain Elevator with real estate in exceptional grain section. No competition. Price \$35,000. Paying 40% consistently for years. Address 58M13, Grain Dealers Journal, Chicago, Ill.

SO. DAKOTA—20,000 bu. Elevator, flour and feed house; electric power; built new in 1920. Now doing good business—excellent reasons for selling at sacrifice figure. Address 58L21, Grain Dealers Journal, Chicago, Ill.

CENTRAL NEBRASKA—Grain elevator with modern bungalow. Elevator 12 M capacity, cribbed, in "A I." condition. A good going business; crops never better. Address 58M16, Grain Dealers Journal, Chicago, Ill.

ILLINOIS—Two elevators with two modern bungalows and 20 acres of timber pasture located four miles south of Heyworth, Ill., on the ITS railroad. An ideal location for father and son. For particulars communicate with Joseph Arnold, Wapella, Ill.

N. ILLINOIS elevator for sale; small country village, own ideal location, on business lots; ample size, 14 bins; lumber, coal, seed and bldg. supplies. Stock clean. Rich territory. Credits and competition good. Holcomb-Dutton Lumber Company, Sycamore, Ill.

MICHIGAN—Line of 3 grain elevators in exceptional grain territory. Coal and other side lines; no competition; established twenty years; turnover more than \$200,000 and profits over \$15,000 annually. Business offered for sale account of disagreement of partners. Address 59N7, Grain Dealers Journal, Chicago, Ill.

IOWA—For sale, modern, well equipped 20,000 bushel cribbed grain elevator, with plenty of buildings and convenient trackage to handle the large coal, flour, feed and grain business of the present company. Also large two-story brick office and salesroom, all conveniently located near the center of Grinnell, a college city of about 5,000 in central Iowa. Total sales and purchases last year over a quarter of a million. Have been doing a cash business for the last four years. Reason for selling, a very large number of stockholders have moved from the farm or left the community and not directly interested. Farmers Elevator Company, John Evans, Secretary, Grinnell, Iowa.

ELEVATOR BROKERS.

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

TO LEASE OR FINANCE

WE WANT to lease or finance elevators in Northeastern Indiana and Northwestern Ohio. Send full particulars in first letter. Address 58K10, Grain Dealers Journal, Chicago, Ill.

BUSINESS OPPORTUNITIES.

MICHIGAN—Coal, Feed, Grain and Produce Business for sale; established 20 years. John Leeder, Gobles, Michigan.

SOUTH CENTRAL NEBRASKA grain and lumber business for sale. It will pay you to investigate. Address 58L25, Grain Dealers Journal, Chicago, Illinois.

FLOUR MILL FOR SALE.

FOR SALE—Shelby, Ohio, new concrete reinforced, seven story mill. Full particulars upon application. Address W. F. Miller, care of Hotel Southern, Columbus, Ohio.

NORTHEASTERN KANSAS — Flour Mill; capacity 150 bbls.; storage capacity 15,000 bu.; crib capacity 10,000 bu. ear corn; also warehouse for coal, hay, etc., equipped for handling wagon grain. Good proposition for some practical miller who wishes a small mill. Can be bought on reasonable terms. Present owner in position to take portion of yearly output. Address 58L29, Grain Dealers Journal, Chicago, Ill.

A RARE BARGAIN—50-bbl. flour mill, Sprout-Waldron make; both water and electric power; new concrete dam; complete buckwheat mill, 22-in. attrition mill, corn mill; room for 9,000 bushels of grain in mill; two trucks; everything in good shape; located at Warren, Indiana, on Nickel Plate R. R.; good town of 1,800; warehouses are all equipped for feeding hogs; one of the best locations in Ind.; will sell one-half interest to a good mill man with references, or will sell outright; part payment down, good time on balance; reason for selling; am not a miller. For further particulars write M. J. Anderson, Warren, Ind.

Northern Illinois

A line of 4 elevators and lumber yards for sale, located at Adeline, Maple Park, Maryland and Stillman Valley. In prosperous country and all doing good business. Will sell as a line or separately. Address 58L72, Grain Dealers Journal, Chicago, Ill., for further information.

In Iowa

A line of two elevators and lumber yards for sale located at Farson and Kenwood. Will sell separately if desired. All located in live territory. Address 58L60, Grain Dealers Journal, Chicago, Ill.

FEED MILL FOR SALE.

OHIO—Flour and Feed Mill for Sale; can handle grain, coal and other side lines. Power, 30-h.p. gas engine. Good town; excellent farming and dairy country. Troy Feed Mill, Troy, O.

SITUATION WANTED

POSITION WANTED as manager of elevator, farmers or line Co. 18 years' experience; age 38. Address Fred F. Current, Hindsboro, Ill.

POSITION WANTED as manager of elevator. Am 45 years of age; married; have had 12 years' experience in grain business; prefer Central or Northern Illinois. Address 59N9, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED—A real manager, educated and experienced wants connection with a good grain company. If elevator company prefer western Iowa. Address 58M12, Grain Dealers Journal, Chicago, Illinois.

POSITION wanted as manager of line or farmer's elevator; have had seven years' experience; age 30; can furnish good reference; have experience in coal and feed business. Address 58K24, Grain Dealers Journal, Chicago, Ill.

SUPERINTENDENT — Want position with terminal elevator company as superintendent of elevator or as general superintendent of elevators; have all necessary experience. Last position, superintendent of C. & N. W. 10,000,000 bus. elevator at So. Chicago. P. A. Grotevant, 329 S. Turner Ave., Chicago, Ill.

POSITION wanted with grain elevator by young man of good education who has had a number of years experience and understands the grain business. Iowa or Illinois preferred. Can furnish best references. Address 58M19, Grain Dealers Journal, Chicago, Ill.

WANTED—Position as manager of line or farmers' elevator. Have had considerable experience in the grain business and all of its side lines. Can furnish plenty of references and give bond. State fully your layout and salary in first letter. Address 58M24, Grain Dealers Journal, Chicago, Ill.

WANTED—Executive position by man with 15 years' experience as manager of country elevators; 4 years as public accountant; 5 years as department head in office routing and shipping from over 60 stations in Nebraska. Competent to handle any size business and furnish Bond. Address 59N11, Grain Dealers Journal, Chicago, Illinois.

POSITION wanted with Farmers Elevator as helper or Ass't Manager; am experienced; good judge of grain, and bookkeeper; am not afraid of any kind of work connected with the elevator; my work will be satisfactory to the most particular; am 40 years of age, speak American and Scandinavian; married. Address 59N4, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of elevator, by a man of 25 years experience in grain business; up-to-date in all side lines; one that is on the job in morning, and there as long as we can do business at night. Will furnish references to what I say. Prefer the West or Northwest, but would go any place where a position is open. Can come on short notice. Address H. L. Walker, Mason, Michigan.

SAMPLE ENVELOPES.

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

SCALES FOR SALE.

FAIRBANKS—6 ton, type registering wagon scale for sale; price \$100.00 cash f. o. b. cars. R. A. Maarsingh, Lanesboro, Iowa.

FOR SALE—A 5 bu. capacity Richardson Automatic Scale. In perfect condition. A bargain for some one. Address Center, Box 197, Grand Ridge, Ill.

RICHARDSON Automatic Scales, 4 to 8 bu. capacity for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

FAIRBANKS Automatic scale, 4 bushel; latest. 5 Bushel Avery Automatic grain scale; reason for selling, larger scales; both scales in excellent condition. Thomas Brothers, Ashton, Idaho.

SCALES WANTED.

WANTED—Weighing automatic scale for use in recording the wheat from our elevators to the mill. Carr Mfg. Co., Hamilton, Ohio.

WANTED—Richardson Net Weigher 100 pound Bagging Scale. Address 58M2 Grain Dealers Journal, Chicago, Illinois.

WANTED—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., Kansas City, Mo.

ENGINES FOR SALE

FOR SALE—25 hp. International coal oil engine, in good condition, reasonable. Address 58F31, Grain Dealers Journal, Chicago, Ill.

FOR SALE—John Lauson 40 h. p. kerosene engine in good condition. Reason for selling; Electric power installed recently. A bargain. Willshire Equity Exch. Co., Willshire, O.

MOTORS FOR SALE.

FOR SALE—One 25 H.P. General Electric Motor complete in A-1 condition for \$300.00 if taken soon. Address Lindahl Grain Company, Agenda, Kansas.

WAGNER Motor, 15 hp., complete, in A-1 condition, \$150.00 if taken soon. Address Rockwell City Elevator Co., Rockwell City, Iowa.

GRAIN WANTED.

WE ARE ALWAYS in the market for Feed Wheat, Mill Oats and Feed Barley. Send samples to Leeson Grain Co., Inc., Buffalo, N. Y.

WHATEVER your business may be, it will find a ready market if advertised in the "Business Opportunities" column of the Grain Dealers Journal, Chicago, Ill. 6,300 grain men look to these columns twice a month for real opportunities.

HELPFUL BOOKS FOR CARLOT GRAIN HANDLERS.

Clark's Decimal Wheat Values cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 60 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvas. Weight 12 ozs. Order Form 33XX. Price \$2.00.

Clark's Freight Tables: Show the freight rate per bushel from a given rate per hundred pounds, when the rate is from 2 to 50½ cents per hundred pounds, by one-half cent rises. The table is printed in two colors on heavy Bristol board, size 7x9 inches, and may be used for determining the freight per bushel of 60, 66, 48 and 32 pounds. Price 25 cents.

Shipping Notices Duplicating: A convenient form for advising receivers of the kind, grade and weight of grain shipped.

Fifty white bond originals, machine perforated, easily removed without tearing, and 50 manila duplicates, bound in heavy hinged press-board covers, with two sheets of carbon, size 5½x8½ inches. Order Form 3SN. Price 75c. Weight 8 ounces.

GRAIN DEALERS JOURNAL

309 So. LaSalle St., Chicago, Ill.

When In Minneapolis Stay At The NEW NICOLLET HOTEL

Opposite Tourist Bureau on Washington Avenue
The Northwest's Finest Hotel.
600 rooms with bath or connecting.
Every room an outside room.
Largest and Finest Ballroom in Northwest.

Rates:

59 Rooms at \$2.00	257 Rooms at \$3.50
68 Rooms at \$2.50	41 Rooms at \$4.00
84 Rooms at \$3.00	38 Rooms at \$5.00
Suites and Special Rooms at \$6.00 to \$9.00.	

MAIN DINING ROOM COFFEE SHOP

3 Blocks from both Depots, Retail Center and Wholesale Center.

Under Management
W. B. Clark

KEEP POSTED

GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

State.....

MACHINES FOR SALE.

FOR SALE—20" Dreadnaught grinder, perfect condition; guaranteed; price \$25.00. Kern, Kirtley & Herr, Lebanon, Ind.

FOR SALE CHEAP—One Roscamp Oat Huller used to hull less than 100 bushels of oats. Address The Ossian Elevator, Ossian, Iowa.

FOR SALE—Two practically new Clipper Cleaners of modern make; also a wheat separator. Gilchrist & Co., McGregor, Iowa.

MAROA Car Loader, capacity 750 bus. per hour, guaranteed good condition. Reasonable price. Conn Bros. Grain Co., Mahaska, Kansas.

ATTRITION MILLS

Two 22-in. double head Bauer Ball Bearing, motor driven, Attrition Mills. Standard Mill Supply Co., Waldheim Bldg., Kansas City, Mo.

FOR SALE—One 3 pair high 9x18 Allis Feed Mill in excellent condition. Price reasonable. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

FOR QUICK SALE.

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. **DIAMOND HULLER CO.**, Winona, Minn.

FOR SALE—2nd hand milling and feed machinery; roller mills; dust collectors; attrition mills; aspirators; separators; feed mixers; alfalfa hay grinder; Gruendler crusher; bag printing press, etc. For particulars write Hill & Hill Distilling Co., Owensboro, Ky.

FOR SALE—1 Hess corn and grain drier new, never has been set up, capacity 1200 bu. per 24 hours, crated for immediate shipment. Bargain. 1 double stand 9x30 B. & L. Moline roll LePage cut. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

FOR QUICK SALE

Two 36 inch Bauer Bros. ball bearing, double head, motor driven attrition mills, practically new.

One 24 inch attrition mill, same as above. Standard Mill Supply Co., Kansas City, Mo. 501 Waldheim Bldg.

FOR SALE—Rebuilt ear corn crusher, large capacity, \$75.00.

18" double disc motor drive attrition mill, \$600.00.

18" belt drive attrition mill, double disc, \$150.00.

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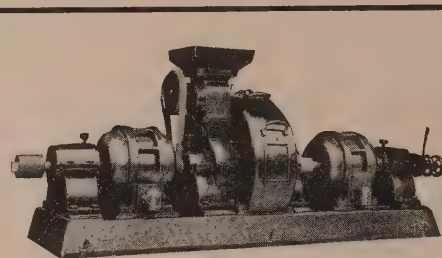
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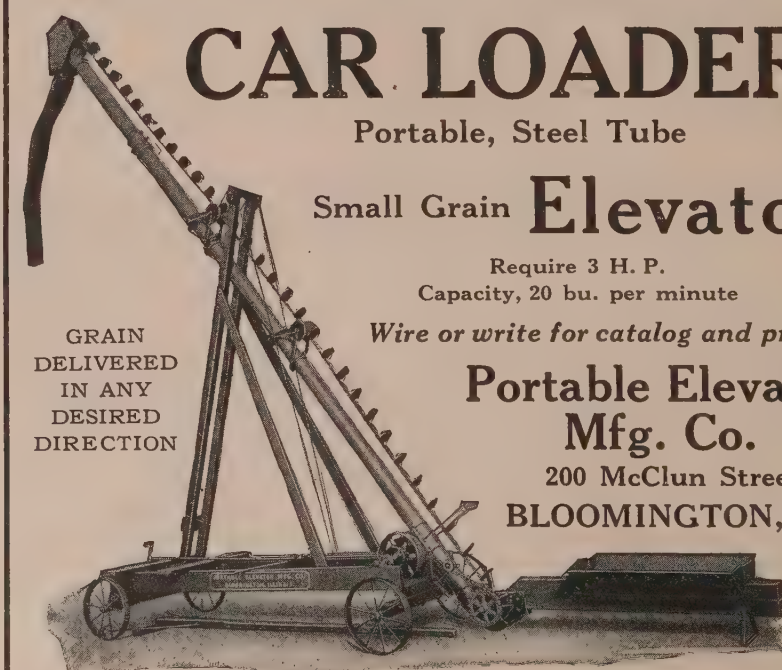
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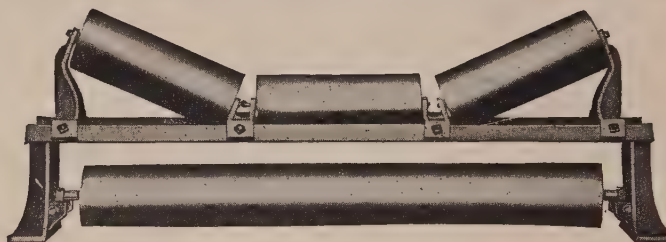
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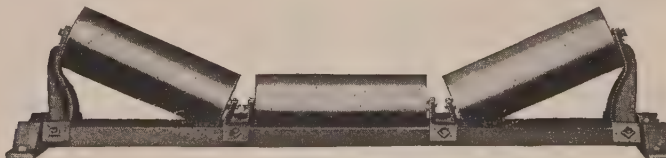
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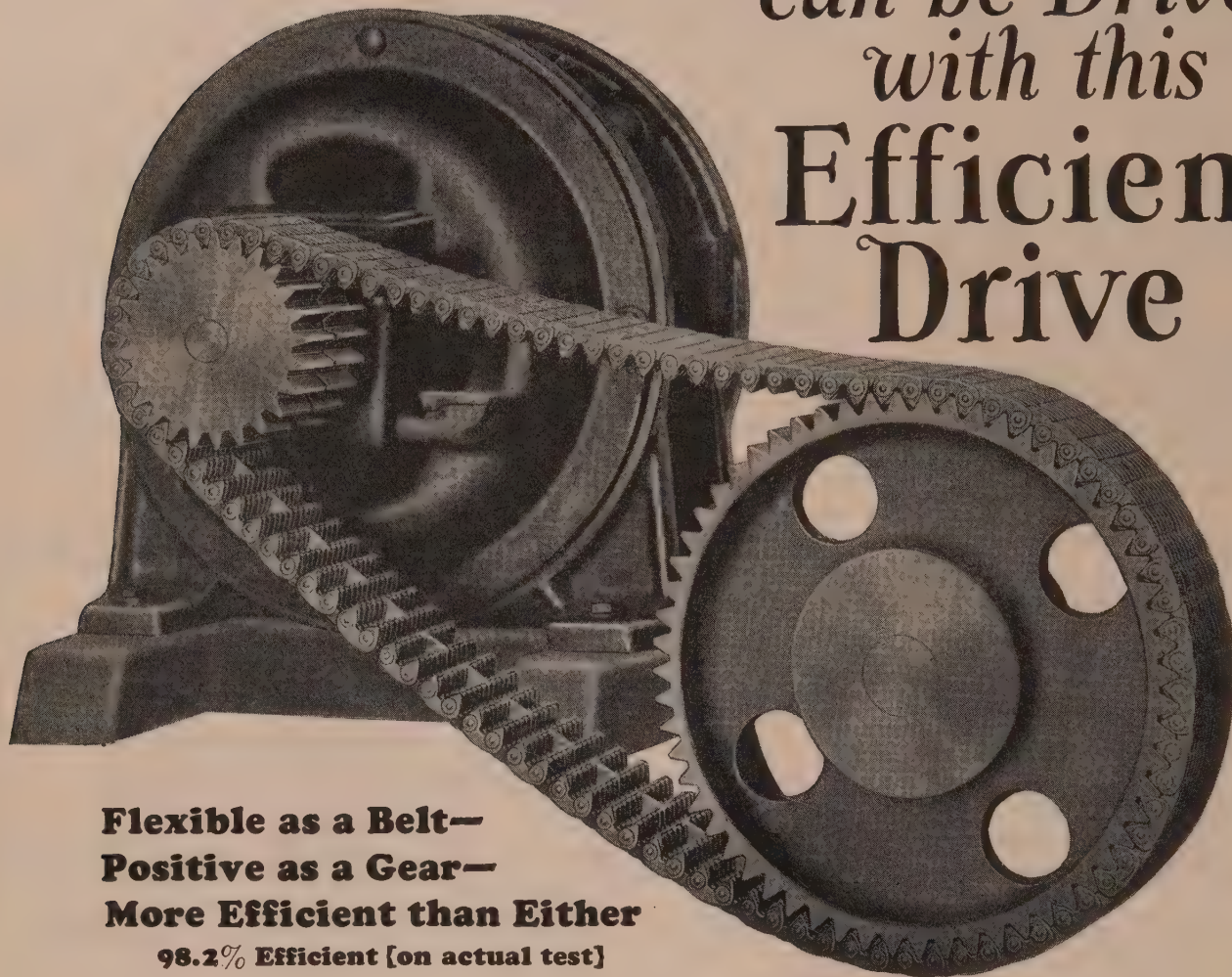
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GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

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THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked - Answered" department. The service is free.

CHICAGO, JULY 10, 1927

A WRITTEN order for cars may have the desired effect of waking up the station agent, if he learns that the shipper is keeping a carbon copy as evidence.

OVERBIDDING the market or overgrading the grain offered may stir up the wrath of your competitors, but it will not help to keep you out of the poorhouse.

THE GRAIN BAG corner in San Francisco early last month spelled no grief for the growers of wheat tributary to the few stations equipped to handle grain in bulk.

THE GENEROUS LOSSES forced on members by different wheat pools each year should of itself be enough to force all wheat growers to refuse to plant more wheat or else encourage them to rent their wheat acreage to some one else.

POLICING of transit on the Western lines seems to be planned on a more liberal basis than in effect in the East. If the proposed rules can be used and not abused in the West it is certain that transit points in Central Freight Ass'n territory will ask concessions.

HIGHER ideals by men in business are frequently evidenced by their convictions and declarations of principles as expressed in convention addresses and discussions. The needs of the grass seed trade as outlined by President Crossland in his annual address at Detroit reflect the aspirations of progressive men in all lines of business. Sincere merchants always strive to live up to their ideals.

THE POSTPONEMENT of the conference on grain tolerances until some time after July 7 should give shippers more time to supply the chairman of the transportation com'tee of the Grain Dealers National Ass'n with data of weights from country stations to terminal markets showing that the shrinkage in transit is not equal to what the carriers allege.

THE INTEREST being taken by operators of country elevators in anti-friction bearings is not only reducing their cost of power and oil, but also reducing the fire hazards and the amount of labor necessary to keep bearings lubricated. Elevator operators who have made this change seem to be much delighted with the improvement attained.

NUMEROUS bins, large sinks and legs facilitate and expedite the saving of grain which gets hot, and this equipment will also prevent or relieve any congestion resulting from an unusually heavy run of grain. The impatience of the average farmer is quite expressive when he is not permitted to dump his load immediately upon his arrival at the elevator.

SMUTTY WHEAT from the new crop is appearing in terminal markets in sufficient volume to convince the agricultural experts that many of the winter wheat farmers neglected to treat their seed with copper-carbonate, with the natural result that their grain is now being discounted liberally by country elevator operators who keep in mind the discounts they will suffer when the grain reaches the terminal markets.

FORBIDDING DELIVERY of corn of the contract grade because it has been kiln dried is hardly fair because much kiln dried grain of the contract grades has been delivered on contracts in years gone by and the recipients were very glad to get it. Holders of certificates, however, are entitled to receive corn of the grade called for by their inspection certificate. Any damage done by intensive drying or rough handling should fall on the warehousemen who are directly responsible for the damage done.

LIGHTNING IS directly responsible for the burning of an Indiana and Illinois elevator so far this month. In the case of the Indiana elevator the electrical storm occurred early in the evening but the flames did not break out for several hours. That is not unusual, in fact fire has been discovered in many elevators four to six hours after it was struck by lightning. Elevator operators can minimize the lightning hazard by equipping their plants with lightning rods or grounding their metal siding, but where no attempt is made to protect their plants against lightning then the house should be carefully gone over and watched for several hours after every electrical storm. Most of the country grain elevators are so much higher than surrounding property that they afford a bright and shining mark for lightning. During the last three years several thousand grain elevators have been equipped with lightning protection and not one of the houses so protected have been struck, so the doubting Thomases are no longer casting aspersions on the efficacy of standard lightning rod equipment.

ELEVATOR MANAGERS of Grant County, Okla., have been accustomed to operating their plants on Sunday when farmers were threshing, but they will do so no more as the county attorney has ordered them to remain closed regardless of the farmer's need of a place for his freshly harvested grain.

PROMOTERS OF the Canadian Wheat Pool foreseeing certain failure are now asking the appointment of at least three members of the Canadian Government to serve on the Board of Directors of the Pool. The discouraging results attained each year must soon drive members to other agencies for efficient marketing, for when the Pool breaks up as it surely will do, the promoters can then credit the Government with all the blame.

OIL STATIONS are proving profitable sidelines for Nebraska elevators and doubtless the dealers of some other states have realized attractive profit from the handling of gasoline and oil, but those intending to embark in this line should place their stations far enough from the elevator so that it will not increase the fire hazards of their grain business. Two years ago two Kansas elevators were burned as the result of flooding gasoline tanks and disastrous explosions.

FOR SEVERAL weeks an aggregation of hot air artists who have long applied themselves to promoting pools and other misleading schemes to hook the farmer, held a continuous agitation in Chicago and this week another aggregation of pelf seekers are holding daily sessions in St. Paul to picture the bewildering benefits which will arise from the enactment of the McNary-Haugen plan of placing the Government in the grain business. The farm buros and the many other agricultural ass'ns seeking to interest the working farmer in some new scheme to give a living to the agitators know full well that few understand the provisions of the McNary-Haugen Bill so they keep up the agitation solely for their own profit. When the grain elevator operators of the land enlighten their farmer patrons as to the true purpose of these perpetual promoters fewer of their farmer patrons will fall an easy prey for their selfish schemes.

OUR usually efficient Department of Commerce at Washington blundered in circulating at face value a recent report by the United States Consul at Niagara Falls who stated that "Heavy movements of Canadian grain toward the seaboard are causing congestion at Montreal. Altho the grain elevators at Port Colborne recently loaded heavy shipments into the holds of waiting canalboats there were still 13 large vessels docked at the port awaiting unloading. Most canal vessels are coaling at river ports because of the blockade." "30,000,000 bus. of grain are in storage at Montreal." In its issue of July 4 the Dept. of Commerce admits the report to have been grossly erroneous, that the movement thru Montreal is progressing normally and that 30,000,000 bus. exceeds the capacity at Montreal. No government has ever been conspicuously successful as a publisher of news, and the efforts of our own bureaucrats in this direction are laughable.

Terms of Your Contracts

Carelessness in agreeing to terms of trade not clearly understood by both parties to the contract results in many misunderstandings, disputes and losses contrary to the wishes and the expectations of both parties to the contract. Few traders strive to take unfair advantages of those with whom they do business, but in their eagerness to safe-guard their own interests each strives to incorporate in every contract conditions which will safe-guard his own interests.

If all traders would give and take written confirmations which are prepared in advance, fewer important provisions would be omitted from contracts and few differences would arise. It is generally understood by the trade that the terms of trade include not only weights and grades but also the rules of the market agreed upon by the parties to the contract at the time of sale. However, many of the rules of the market may provide for conditions foreign to the knowledge and understanding of the shipper, hence, it behooves him to familiarize himself with the rules of every market with which he undertakes to do business lest he suffer unexpected losses as the result of unknown rules incorporated in the terms of his contract.

In the hurry of a day's business it is not possible for every shipper to study the rules of new markets as well as to study the terms of new contracts, so it is to his interest and to the advantage of those with whom he does business that he study carefully the rules of his favorite market as well as the terms of each contract he signs. Such precaution will obviate many disputes and differences as well as minimize losses.

Wheat Shippers Striving to Secure Highest Premium for Protein.

Hard wheat with high protein content is commanding such attractive premiums country shippers are consigning most of their grain with specific instructions to commission merchants to get the top price and some are realizing very gratifying premiums over what they had expected. Winter wheat millers seem unusually anxious to get the lion's share of the high protein wheat and last week in Kansas City No. 1 dark with 15.10% protein sold at 24½¢ over July while No. 2 dark containing 16.30% commanded a premium of 26¢ over July.

It is not an easy matter for the average country shipper to learn the protein content of his wheat except that he ship it to a terminal market which is equipped to determine accurately the exact percentage of protein content. When this is known the commission merchant selling same for the account of the shipper can demand the full market value for the hard wheat, and with every assurance of easily obtaining it. Wheat testing over 10% protein will generally command a premium and even some lots that test under 11% bring very attractive prices.

Winter wheat millers seem to have developed an insatiate desire to possess all of the high protein wheat. Spring wheat millers also seem anxious to obtain a liberal share of it so that the market is very strong and no

doubt will continue so until the winter wheat millers' storage room is filled, then the spring wheat millers will slowly grind their stock of hard winter wheat and delay putting in a stock of Spring wheat with the result that when they do buy Spring wheat they will buy it at a lower price. Winter wheat millers do not often buy much Spring wheat, principally because their bins are filled by the time the Spring wheat starts to move, so the Spring wheat millers can buy it at their pleasure when the market suits them.

Elevator Sites on Railroad Right of Way Undesirable.

When grain dealers first erected elevators to assemble bulk grain for carload shipment the railroads were very happy to grant a site free or for a nominal rental, but as years passed by the railroads find each year new excuses for raising the rental or refusing the renewal of the ground lease.

At Antigo, Wis., recently the renewal of a lease was refused because the elevator obscured the view of the track at crossing so the C. & N. W. Ry. demanded its removal. The State Railway Com'n has refused to require a renewal of the lease and the local court has granted the Railroad's petition for the removal of the elevator so the case is now pending in the circuit court.

The cautious dealer who has a thought for the future will not build his new elevator on a railroad right of way, but on his own ground then he can sell or lease it as may suit his own interests without conferring with the railway officials.

Then too when his elevator is set on fire by sparks from passing locomotives he will experience no difficulty in collecting damages.

Elevator Corn Needs Special Test.

Corn containing excessive moisture although dried too rapidly will nevertheless pass all the federal government's grading tests for No. 3 corn. This corn by handling in the elevator breaks up into small pieces and becomes floury, and under unfavorable conditions will spoil in the bins. Other corn, sound but containing too much moisture for No. 3, can be dried slowly or by easy stages, so as not to have the brittle character, and will come out of store the same grade as it went in.

Here is a problem for the warehousemen and inspectors to solve. The drying of low grades of corn and its storage in public elevators must be continued for the benefit of country shippers and farmers, who otherwise would be paid nothing for their crop. On the other hand, the buyer of the future deliveries must be protected against having the grain represented by his warehouse certificate "posted" as out of condition. No. 2 corn seldom goes out of condition; but to rule out No. 3 as a contract grade at a discount seems too drastic a remedy, tho it might have to be adopted for want of other recourse.

One suggestion is that the grain taken into store be burdened with a charge that will be accumulated as a fund to insure buyers of the certificates against loss by grain going out of condition. It would be fair to make such a

charge against No. 3 corn of doubtful character going into store. Another alternative is to have the Board of Trade Sampling Department bar from the regular elevators all No. 3 corn that in its judgment is not safe for storage.

A remedy should be found for a condition that led to 13 bins of corn spoiling in one Chicago elevator late in June, causing one individual buyer a loss of over \$30,000.

Defeat of Kessinger Bill a Victory for the Corn Farmers.

Just as yeast is the ferment that causes dough to rise in making bread so is speculation the ferment that raises the price of commodities. And the extent of the rise in prices is proportionate to the volume of speculation; that is, the bigger the speculative trade, the higher the prices. Conversely, it is true that as speculation diminishes prices fall in a natural reaction toward the low level that would rule if there was no speculation.

The action of the grain market at Chicago during the month of June while under the evil influence of the Kessinger bill in the state legislature at Springfield is an example of the bad effect on prices of restriction and the fear of restriction. Prospects for the passage of the restrictive measure steadily became more certain during the month and the price of wheat as steadily dropped day by day.

June 1 September wheat sold at \$1.48¾ and never again during the month rallied to that price, while sagging steadily. The directors of the Board decided not to send out quotations for December delivery, in readiness to quit trading. Buyers were frightened away. The price fell to \$1.41½ on June 15 and to \$1.38½ June 25. The price of Sept. corn dropped from \$1.11¾ June 2 to \$1.00 on June 27.

That was the situation when on the night of June 30 the bill was defeated by a vote of 64 to 57. The receipt of the glad tidings on the Board immediately started a sustained upward movement of prices, so that in few days the market recovered practically all the ground lost earlier in the month.

Many factors affect the price of grain; but any influence that restricts participation in trading must be classed as a major factor since the restriction prevents the bullish factors from exercising their normal effect. It is only fair, therefore to ascribe to the Kessinger bill all of the 10-cent per bushel drop in the price of both corn and wheat during June. If the bill had been enacted this depressing influence would have been permanent, resulting in a loss of 10 cents per bushel to the farmers of the United States on their crops of wheat and corn, and a corresponding benefit to consumers and to buyers of corn for feeding.

Iowa is pre-eminently a cattle and hog feeding state, and in recent years great quantities of Western corn have been shipped from the Southwest into that state for feeders. Their interest in lower prices for corn is exemplified by the recent report by the Iowa State Weather and Crop Service that the price of corn was unwarrantably high. Many members of the Illinois Agricultural Ass'n which was backing the Kessinger bill are extensive cattle and hog feeders. Did they expect to put down the price of corn by hamstringing the Board of Trade bulls?

The Grain Trade in Need of More Earnest Ass'n Work.

When the trade ass'n is so pressed for time that it will not listen to the reports of its officers it is time to call a halt and determine whether it is more helpful for the grain dealers to devote all their convention-attending time to visiting and entertainment.

Surely business organizations cannot hope to induce earnest men to devote their time and best thought to the problems of the trade without receiving an attentive hearing and respectful consideration. The grain trade has many real problems which surely deserve careful study and discussion by the leaders in the trade and only thru such consideration by a large number of those engaged in the business can we hope to attain that improvement in trade conditions and methods which will lead to greater efficiency, fewer wastes and surer profits.

Even the smallest dealer in grain is directly interested in improvement and should be more than willing to co-operate with his fellow-dealers to bring about the improvements needed, but surely if those in attendance at any meeting are unwilling to listen to a presentation of these problems and to devote time to their discussion, the ass'ns cannot do much to help improve the conditions of the trade. Not only do all the grain trade ass'ns merit and need the hearty co-operation of every one engaged in the business, but unless the actual work of the trade's ass'ns is given a closer attention and a deeper interest, only indifferent results can be attained.

The Spider and the Fly.

The daily press, in an effort to expand their coverage, are hypocritically clamoring and ballyhooing over advanced co-operation and farm relief legislation, ringing the fire siren to attract momentary attention, shouting misguidedly for aid for the distant shepherd, but it is very doubtful whether any attention is being accorded by others than loud-mouthed, wide-eyed politicians, agitators and aspirants.

A recent statement, made by C. H. Burnell, president of the Manitoba Grain Growers' Ltd., is so full of holes, that the ordinary thinking farmer, after reading his words, would only be willing to contribute a big horse-laugh towards the promotion of the movement.

Among the ludicrous remarks appear these words: "We work the ordinary grain trade for all it is worth for the benefit of the farmer." If the speculators run the price of future wheat above what the managers of the ass'n think it will be worth, the ass'n sells in that market. (Yes, and if the managers happened to guess wrong, then their farmer-members pay the toll for the privilege of letting these silver-tongued artists fool around with their money. And if the pool controlled 100 per cent of Canada's wheat, who would furnish them with traders to buy and sell at the pool's discretion?)

"The board of trade thus becomes an ally of the farmer instead of his enemy," continues the statement. Isn't that a pretty misrepresentation to make? It is surprising there have not been a few lynchings of such individuals who cantankerously misled the general reader into believing such rot. The back-biters who claim to be making money for the farmers by future trading probably haven't enough money to put up margins to permit their trading on their own account. Until there is some action taken against unscrupulous men of this clan by organized education of the organized exchanges thru the press in all its branches, no peace can be assured. In the interests of the farmer and the undisturbed functioning of grain exchanges, it must be done!

Warehouseman Can Recover Cost of Resacking.

The River Farms Co., operating a grain warehouse, was given judgment on a suit brought against it by J. W. Browning to recover \$534.90 charged for labor and sacks.

In July, 1921, the plaintiff stored in the defendant's warehouse 1,782 sacks of wheat, and in July, 1922, stored certain other sacks of wheat to the number of 1,424, making an aggregate 4,932 sacks of wheat stored by the plaintiff in defendant's warehouse. The wheat remained in the defendant's warehouse until the latter part of May, 1925; that is, a part of the grain remained stored approximately three years, and the portion stored in 1921 remained approximately four years. In the summer of 1923, two years after the storage of grain in 1921 and about one year after the storage of grain in 1922, many of the sacks broke, and the piles fell down, and a considerable quantity of the wheat spilled out over the floor and driveway of the warehouse. The defendant, for the purpose of protecting the grain from wastage, resacked a portion, furnishing new sacks where necessary, and sewing up old ones, and repiled the wheat where necessary.

Even tho resacking and reconditioning for the purpose of preserving the stored grain were necessary, the appellant contended that the defendant had no right to resack the wheat during the years 1923 and 1924 without express authorization on the part of the plaintiff. It is further contended that the defendant's only remedy was to notify the plaintiff and then sell the wheat, if it were not removed, on the theory that the stored grain was perishable property, as defined by section 34 of the Warehouse Act of the state of California (St. 1909, p. 443).

The Court said: The receipts upon their face provided that all resacking charges should be paid by the owner; the printed and approved tariffs allowed to be charged by the defendant by the Railroad Commission of the state of California were on file with the Railroad Commission and posted in said warehouse of the defendant; at the time of the acceptance of the wheat by the defendant it was contained in good storage grain bags.

In July, 1921, the plaintiff stored in the defendant's warehouse 1,782 sacks of wheat, and in July, 1922, stored certain other sacks of wheat to the number of 1,424, making an aggregate 4,932 sacks of wheat stored by the plaintiff in defendant's warehouse. The wheat remained in the defendant's warehouse until the latter part of May, 1925; that is, a part of the grain remained stored approximately three years, and the portion stored in 1921 remained approximately four years. In the summer of 1923, two years after the storage of grain in 1921 and about one year after the storage of grain in 1922, many of the sacks broke, and the piles fell down, and a considerable quantity of the wheat spilled out over the floor and driveway of the warehouse. The defendant, for the purpose of protecting the grain from wastage, resacked a portion, furnishing new sacks where necessary, and sewing up old ones, and repiled the wheat where necessary.

Even the resacking and reconditioning for the purpose of preserving the stored grain were necessary, the appellant contended that the defendant had no right to resack the wheat during the years 1923 and 1924 without express authorization on the part of the plaintiff. It is further contended that the defendant's only remedy was to notify the plaintiff and then sell the wheat, if it were not removed, on the theory that the stored grain was perishable property, as defined by section 34 of the Warehouse Act of the state of California (St. 1909, p. 443).

The record shows that it is unusual for grain to remain stored in warehouses until the receipt of grain from crops of ensuing years; that the usual course is for all the grain to be removed from a warehouse before a new crop comes in, and in most instances the grain is removed before taxes may become assessable thereon in the following month of March.

It is further argued on the part of the appellant that the grain in question comes under the terms and provisions of section 34 of the Ware-

house Act relating to perishable property, and that the defendant's only remedy was to proceed to sell the stored wheat. Section 35 of the same act, however, expressly states that the remedy for enforcing a lien provided for in the act does not preclude warehousemen from resorting to other remedies allowed by law. However, the term "perishable property," though a relative term as used in the act, relates to property subject to speedy decay, or, as we find in the law dictionaries as perishable property, "goods which decay and lose their value, if not speedily put to their intended use."

In the instant case it was and is a question of perishable containers and not of perishable property. There is nothing in the record indicating deterioration on the part of the grain. Wastage has a different meaning from deterioration. A perfectly good article of merchandise may be wasted, while other articles of merchandise are of such a nature that, unless speedily consumed, they deteriorate. As an instance we might state, grains do not speedily deteriorate, even though they may be wasted; vegetables and fruits will speedily deteriorate and become valueless.—255 Pac. Rep. 548.

Misrepresentation of Bleached Oats.

J. M. Matthews bought of Ambrose Mayhue, traveling representative of Silbernagel & Co., composed of M. and Dan Silbernagel, 50 sacks of white oats.

Evidence was that the oats delivered were dark, mouldy, in sacks stamped "Sulphurized Bleached," and the stock would not eat them. As soon as their character was discovered, which was in a few days, offer was made to return them, which offer was declined.

Matthews brought suit against both Mayhue and his firm before a justice of the peace in Lincoln County, Arkansas, and served process against the firm in Jefferson County, where they have their place of business. The jury found that Mayhue had intentionally misrepresented the kind and quality of oats sold and that Matthews had relied upon these false representations. Judgment against Mayhue was affirmed by the Supreme Court of Arkansas May 16, 1927.—294 S. W. Rep. 364.

Hearings on Hoch-Smith Investigation.

A revision of its program in the grain rate investigation has been made by the Interstate Commerce Commission. The plan was to have a hearing at Denver July 7, but it has been decided to hold the next hearing at Wichita, Kan., at the Broadview Hotel, July 11. Those attending are requested to have 300 copies of each exhibit.

The Commission says: At Wichita the parties will be expected to complete their testimony relating to the adjustments between Western trunk line territory and Illinois, on the one hand, and Southwestern territory on the other; from Eastern Wyoming, Colorado, Nebraska, Kansas, Iowa to Missouri and Mississippi River gateways, Chicago, Peoria and other gateways.

Later hearings will be held at Minneapolis concerning the adjustments in the Northern part of Western trunk line territory; at Chicago concerning the rates within Illinois, the ex-lake rates and the export rates, and at points on the Pacific coast to be later determined.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Illinois' New Warehouse Act?

Grain Dealers Journal: I should like to have some information as to the provisions of the Warehouse Act approved by this legislature. Are we permitted to take wheat on storage from farmers without coming under its regulations?—A. P. Bump, Keensburg, Ill.

Ans.: The new warehouse act passed by the Illinois Legislature is published in full elsewhere in this number. It does not apply to country grain elevators. The new law applies to public warehouses in cities of not less than 100,000 inhabitants, such elevators being known as Class A Warehouses.

Country elevators mixing grain of different owners come in Class B, and those keeping the grain separate come in Class C; if they charge a compensation for storage.

Why Does Board of Trade Have to Re-inspect Grain?

Grain Dealers Journal: I would like to ask thru the Journal what is the matter with our state grain inspection that the Board of Trade has to re-inspect the grain for the buyer before he will accept the inspection?—Catlin Grain Co., Catlin, Ill.

Ans.: This question was before the Illinois Grain Dealers Ass'n at its last annual meeting, and the receivers present at the convention suggested that the country shipper refuse to do business with buyers who did not live up to their contracts calling for state inspection. The re-inspection is not done by the Board of Trade. The board's rules authorize re-inspection and appeals, but this is done by the state or federal officials, and is perfectly fair to the country shipper, unless the buyer waits too long to call re-inspection. Inspection is sometimes delayed because the shipper has put too much grain into the car, when the inspector notes on the certificate, "Too full for proper inspection."

Commission merchants sometimes have information from the shipper regarding what grade is expected and sometimes on their own initiative will have the grain re-sampled, re-inspected or call a federal appeal for the benefit of the shipper when the receiver believes a higher grading would be the result. Poor work by the inspectors has led to a lack of confidence in their judgment and to a great increase in the number of appeals.

What Discount to Take for Lower Test?

Grain Dealers Journal: A member of this firm has seen a table somewhere in the past to which we could turn when receiving wheat from a farmer and his wheat did not come up to test and tell from the test what the reduction in price would be. It runs from 60 to 50 lbs. A table of this kind would be of great help to us.—Eagle Flour Mills, Petersburg, Ill.

Ans.: In past years both the Michigan Millers Ass'n and the Southern Illinois Millers Ass'n have adopted such schedules for the guidance of members. The schedule should be changed annually, since the higher the price level the bigger the discounts should be.

J. F. Rigg, sec'y of the Southern Illinois Millers Ass'n, Sparta, Ill., gives the following as the present schedule. It is printed in large type on heavy white cardboard, 11-12 ins.:

WHEAT SCALE.

	Best price
60-lb. wheat	1c less
59-lb. wheat	2c less
58-lb. wheat	3c less
57-lb. wheat	4c less
56-lb. wheat	5c less
55-lb. wheat	6c less
54-lb. wheat	9c less

Wheat showing small smut balls, 2c less; where onions and smut show up to any extent, 5 to 10c per bushel less. Smut on the wheat berry at shipping basis.

How to Get Rid of Weevil?

Grain Dealers Journal: Sometime ago, the writer believes he saw an article in your magazine telling how to get rid of the weevil in elevators, but he mislaid the copy. If you have some information on this subject, we should be very pleased to have it.

Very seldom do we have any weevil in this territory, but we are interested just now in a way to eliminate them at one plant, and this information will be appreciated.—Montana Elevator Co., Great Falls, Mont.

Ans.: The different methods of getting rid of weevil in grain elevators were fully described in the Journal for May 25, 1927, page 596.

Superior Facilities of Green Bay Elevator.

An unusual arrangement of the receiving pits was adopted for the new elevator of the Chicago & North Western Ry. at Green Bay, Wis., to obtain the large handling capacity of 75 cars a day of 10 hours.

To do this, it was necessary to install a belt conveyor midway between the two tracks and stagger the receiving pits, of which there are four, each of 2,000 bus. capacity. By means of a cross receiving conveyor, the grain is discharged to either of the two workhouse legs, both receiving conveyors being 36-inch.

As stated in the description published in the Journal May 10, page 539, each leg has its individual garner and scale and provision is made by means of cross spouting so that both scales can reach all bins in the workhouse and storage. There are two 36-in. storage conveyors in the cupola, equipped with modern worm driven two-pulley trippers for distributing grain to various bins in the storage. Each conveyor reaches every bin in the house.

Grain can be drawn from the bins and by means of cross spouting can be spouted to either leg, so that grain from all bins can be spouted to either leg at one time.

There are two car spouts provided for shipping grain by car and two dock spouts provided for shipping grain by boat. These dock spouts have a total capacity of 30,000 bus. per hour. One is supplied from a regular shipping bin, while the other is served from two of the upper cleaner bins when these bins are not being used for cleaning purposes.

The elevator was built by Jas. Stewart & Co. during severe weather conditions, during the winter months, and it was put into operation ninety days after the first concrete was poured.

Corn Going Out of Condition in Chicago Elevator.

The Export Elevator Co., H. C. Pohlzon, sec'y, has posted on the Board of Trade, the contents of 13 bins of the Chicago & North Western Ry. Calumet Terminal Elevator operated by that company, as being "mealy, cracked, heating, musty and in poor condition."

The company has applied the damaged corn on 77 outstanding warehouse receipts issued at dates from Nov. 4, 1926, to Mar. 19, 1927, aggregating some 300,000 bus. The notice was given June 30.

The public part of the house in which this corn was stored has a capacity of 2,530,000 bus., but as not all the bins were full, it indicates that a considerable percentage of the corn in the house is bad. This might have been expected, however, as the corn was No. 3 when taken into store. No No. 2 went out of condition.

A leaky roof in the same North Western Terminal Elevator caused 28,000 bus. of corn to go out of condition; but the loss on account of the leaky roof will not fall upon the holders of the receipts, the operators of the house having shipped out the damaged corn for their own account. The warehouse com'te of the Board of Trade gave this matter their close attention.

Wheat Storage for Milling Plant.

The increased production of wheat in the territory tributary to Plainview, Tex., had made it possible to make successive enlargements of the Harvest Queen Mill at that place until at the time of the fire that destroyed the mill on Jan. 18, 1926, it had a daily capacity of 125 barrels, with four steel storage tanks of 50,000 bus. capacity and a reinforced concrete elevator of 250,000 bus. capacity.

Within 10 days after the loss of the mill, Albert G. Hinn, pres., had let the contract to the Southwestern Engineering Co., to prepare plan for a new mill four times the capacity of the old one, and 8 additional reinforced concrete grain tanks, bringing the storage capacity up to 500,000 bus. The finished plant includes a flour mill of 500 barrels capacity, a corn meal plant of 200 barrels capacity, feed grinding mill, warehouse and modern office building.

The mill and warehouse are 205 ft. long, 38 ft. wide, and 6 stories high. The grain elevator is 90 ft. high, and the head house 135 ft. above the base. The design of the plant will permit the construction of a unit to double the capacity of the mill.

The side track at the elevator will hold 20 cars, which is the amount that can be unloaded each day. After being elevated, the wheat is run thru a receiving separator and then binned according to test. When drawn off for the mill, the wheat is recleaned, weighed on an automatic scale, and delivered by a belt conveyor to the head house of the mill building.

Much of the grain is received in trucks and wagons directly from the fields, weighed on a 30,000-lb. scale in front of the mill office, and dumped by compressed air.

The plant is kept free from dust by 36 dust collectors.

Two Humphrey continuous belt employees' elevators are provided, in mill and elevator.

Included in the equipment of the plant are one No. 4 scouring machine, one No. 59-B milling separator, one No. 3-A aspirator, one No. 260 magnetic separator, and two No. 257 magnetic separators, furnished by the Huntley Mfg. Co. Belt conveyor rolls, together with head and tail drums, rail chairs, as well as the sheet metal drawoff hoppers and spouts, were furnished by the J. B. Ehrsam & Sons Mfg. Co.

Electric motors, supplied by the Allis-Chalmers Mfg. Co., are of 125, 30 and 15 h.p., all 3-phase, 60-cycle, running at 700, 970 and 850 r.p.m., respectively. The chain drives for these and for a 5 h.p. motor were furnished by the Link-Belt Co., and are oil-tight, dust-proof steel casings.

The new construction was all carried out by the Southwestern Engineering Co.

An illustration of the new plant will be found on the outside front cover.

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

July 12-13. Central Retail Feed Ass'n, Milwaukee, Wis.

July 15-16.—Northwestern Grain Dealers Ass'n, Great Falls, Mont.

July 25-27. National Hay Ass'n at St. Louis.

Oct. 10. Terminal Grain Weighmasters Ass'n, Hotel Fontenelle, Omaha, Neb.

Oct. 10. Chief Grain Inspectors National Ass'n, Hotel Fontenelle, Omaha, Neb.

Oct. 10-12. Grain Dealers National Ass'n thirty-first annual convention at Hotel Fontenelle, Omaha, Neb.

Oct. 10-12. United States Feed Distributors seventh annual convention at Hotel Fontenelle, Omaha, Neb.

Brittle Corn Not Fit for Future Delivery.

Arthur W. Cutten took delivery on considerable corn he had bought for May delivery, expecting that he would be able to deliver the same warehouse certificates in July; but, on June 30, the day before July delivery could be made, the warehousemen "suddenly" discovered that over a quarter of a million bushels of the corn was out of condition and posted the corn on the Board.

The "posting" made it impossible for Mr. Cutten to deliver his certificates and he has been trying to find buyers at a big discount among the manufacturing industries. Already he estimates his loss at \$30,000. Samples of the corn show mahogany kernels, much broken corn, small pieces and the floury residue that causes grain to heat.

It is unfair to legitimate buyers of the Chicago futures that they should be subjected to such unexpected losses, and Mr. Cutten has filed the following complaint with the directors of the Board of Trade:

The undersigned, a member of your Ass'n in good standing, respectfully petitions your honorable body to initiate whatever procedure is necessary to render irregular and exclude, as a legal tender on contracts for future delivery, all so-called kiln dried corn, thereby setting at naught, so far as these particular forms of contracts are concerned, the ostensible grades applicable to such corn at the time of acceptance for public storage, by class "A" warehouse operators.

I make this earnest entreaty in the firm belief that such artificially treated corn is a perversion of the natural commodity.

It is a depreciated article of extremely doubtful keeping quality, becomes floury in ordinary handling, promotes the posting of warehouse receipts as "out of condition" and is therefore undesirable and harmful to values.

It imperils that stabilizing influence so indispensable to the proper functioning of a legitimate market. It is a destroyer of public confidence in our contracts and therefore an influence of evil to our great market place.

The consequence of all this is a tremendous lessening of public participation in our future delivery contracts, with its attendant reduction in business, a loss that is the common lot of commission merchants, brokers and all concerned, and is reflected in the depreciated value of our memberships, comprising as they do the nucleus of what should always be the greatest commodity exchange in the world.

It is a decided detriment to the farming industry because these contract quotations are broadcast to the world as the quotations for the commodities and it is unthinkable that buyers and sellers are not influenced thereby, the supposition being that these future contracts do substantially represent the commodity for which they call.

Hence it is my belief that these results militate against the best interests of the membership as a whole and against the good name and dignity of the Ass'n and demand your recognition and serious attention.

A. W. CUTTEN.

At the same time, Mr. Cutten sent an explanatory circular to members of the Board of Trade, in which he makes the following points, among others:

The usual processes of applied heat to low grade corn of high moisture content, may create what is ostensibly a contract grade, but in reality it is the same low, inferior quality, so far as the possibilities of keeping in good condition while in storage, are concerned, and except that by the grade alone, disguised as genuine natural corn, it does temporarily qualify as within the contract requirements.

The name "kiln dried" is a misnomer, so far as the bulk of the corn is concerned. It is cooked corn and is not scientifically treated on the regulation drying kiln.

Palpable Injustice. The writer feels that this form of grade reconstruction is only transitory and impermanent in its effect and is a palpable injustice to holders of contracts who must accept delivery "by grade alone." Such corn is a depreciated commodity, as compared with natural corn of similar grades, and is subject to discount in the other usual channels of trade.

Please observe that in qualifying as a contract grade it does so on an inspection that takes place immediately following the completion of the processing. It is then ordered by those responsible for the conversion, to public storage for delivery on these future contracts, and is so delivered where there is a possibility of deterioration, otherwise it is retained for the sole purpose of earning storage, remains there indefinitely, acts as a dead weight on the market, throws a suspicion on the entire stock,

creates exorbitant carrying charges and deters the buyers from taking delivery for merchandising purposes. An illustration of this was the extreme difference on July 2 of 10c per bushel and 9c at the present time, between corn for July delivery and the same crop of corn for delivery in September.

Protection is offered the trade and public thru the phraseology applicable to sulphured oats and treated barley, altho the latter cannot be so misapplied in the absence of trading in future delivery contracts in this cereal.

At a hearing in Washington when the Scott Bill was threatening the Board of Trade, Mr. J. C. F. Merrill, president of the Council of Grain Exchanges of North America, and vice-president of the Board of Trade, testified: "I want to refer particularly, so that it may be of record, to some of the practices of my own exchange, the Chicago Board of Trade. We have no off-grades of wheat deliverable under any penalty. The corn market is slightly different, in that No. 3 corn may be delivered at 5c penalty, the intention being to very fully protect the buyer. Under date of February 16th, there was but one car of contract corn, the other 466 cars all being below contract corn."

MR. HAWLEY (a member of the Com'lte): "Will that 466 cars of corn be made contract corn by drying?"

MR. MERRILL: "We have found that corn which has a maximum moisture content of above 18% does not lend itself well to drying, because after drying it breaks to pieces badly; having been so much swollen up and enlarged with the moisture, which when rapidly taken out of it leaves it in such a condition that the ordinary running thru spouts and dropping into cars breaks it, and it becomes floury."

Mr. Merrill, you will observe, puts the minimum danger limit at 18% moisture content. What, then, is to be expected as a result of this processing of No. 4 corn, moisture content 19.5%, No. 5 corn, 21.5%, No. 6 corn 23% and sour and sample grade that includes corn inferior to No. 6.

Mr. Cutten quotes the book, "The Functions of the Legitimate Exchanges," as follows: "A future contract system which is ostensibly fair but which holds lurking peril for the uninitiated; which, in the operation thereof, inflicts unsuspected hardship and loss upon one or the other party, thereto, and which in the hands of experienced specialists is a power wherewith they can bring about fluctuations in the price of contracts independent of and unrelated to any spot market in the world, is not an economic agency, nor even a square game."

"An ethical evil of the speculative exchanges, is this depreciated contract. This is a contract which consistently sells at a discount under the price at which the commodity called for by it may be bought, and this depreciated contract is mainly responsible for the vindictive agitation in evidence."

"It has been claimed that this disparity between the value of contracts and the value in spot markets, does not affect the value of the actual commodity. It may not affect the theoretic value, but does affect the price that it brings. These contract quotations are sent out to the world as the quotations for the commodity, and it is unthinkable that buyers and sellers are not influenced thereby. The future contract is supposed to substantially represent the commodity for which it calls, and any contract that does not so represent the commodity named therein, but consistently misrepresents it, is an uneconomic and injurious agency and, moreover, is a fraud. It is not future trading, but the depreciated contract that is the enemy of the producer."

Defeat of Kessinger Bill a Relief.

John A. Bunnell, pres. of the Chicago Board of Trade, said July 1: The action of the Illinois legislature in refusing to pass the Kessinger bill has dispelled a feeling of apprehension over the future of the grain market, felt not only by the members of the board of trade, but also by agricultural, financial and grain interests of the state of Illinois.

Our exchange members are the agents of the growers of the products of the soil and of the consumers of those products. Both are entitled to the most efficient service of which we are capable and both are receiving that service.

Constructive criticism or suggestion to improve the service of the grain exchange is welcomed by the officers of the exchange from organized agriculture or any other source and will meet hearty co-operation. The Chicago Board of Trade has a distinct place as an economic necessity and will let nothing interfere with the performance of its duty to both producer and consumer.

Resolutions Adopted by Pacific Northwest Grain Dealers Ass'n.

The Pacific Northwest Grain Dealers Ass'n, whose annual meeting at Lewiston, Idaho, was reported in the Journal June 25 on page 719, also adopted the following resolution.

Favor New Warehouse Law

We wish to impress on the Com'lte on Legislation the importance of endeavoring to have legislation enacted of a warehouse bill giving more adequate protection to the growers of grain and the grain trade; also to again renew their activities in favor of a bill to protect the dealers in sacks and twine whereby the farmers, dealers and producers will be equally protected.

Oppose Bureaucrat Government

The Pacific Northwest Grain Dealers Ass'n has previously gone on record as being opposed to legislation tending to put the Government in private business and against the numerous price fixing measures which have been proposed.

We reaffirm our opposition to any such measures and urge the reduction of Government bureaus and commissions with their bureaucratic tendencies, as being opposed to the fundamental principles of our Government.

A resolution was adopted expressing appreciation of the fine qualities of the late Howard N. Stockett, who as sec'y had labored unceasingly to build up the Ass'n.

Frank Marshall, Chicago Elevator Operator, Dead.

Frank Marshall, who suffered a stroke of paralysis 9½ years ago, disabling his whole left side, had a heart attack July 2 and died immediately thereafter, aged 67 years.

Born on a farm in Delaware, Mr. Marshall, in his youth, was employed by a grain firm of Newark, N. J., Wilkinson, Gaddis & Co., to travel and sell grain on the road. Ambitious to enter business on his own account, he removed to the source of much of the grain, which was Chicago, in 1887, and opened an office in the Rialto building.

He was one of the pioneers in the business of clipping and purifying oats, having obtained an elevator on the Wabash tracks. This house burned and was rebuilt by him; but he sold the property when the Wabash Railroad Co. needed the land for tracks. Competition in the oats clipping and bleaching trade became too severe and Mr. Marshall met financial reverses.

Discouraged, he was about to give up and return to the East, when his warm, personal friend, Frank H. Mealiff, inventor of the oat clipping process, invited him to share his offices in the Traders Building and start all over again. He began to handle salvage grain and was even more successful than in the oats business. To better prosecute this business, he purchased the Hayford Elevator of Geo. Hess of the Hess Warming & Ventilating Co. Mr. Hess had then made his drier a practical success and was using a drier in the Hayford Elevator on salvage grain. Mr. Marshall built a row of tanks at the elevator for storage, and, up to 1908, was an active buyer of salvage grain. When the Armour Elevator "F" burned, he bought much of the damaged grain from the Chicago House Wrecking Co. Later, he made a specialty of corn, in which he was most successful, especially during the war.

Since Mr. Marshall became incapacitated, the business has been conducted by his brother-in-law, John E. Bastien, who had entered his employ in 1891, and now continues the business as the John E. Bastien Grain Co., aided by Alexander Moore.

Mr. Marshall had been a member of the Board of Trade for 40 years, and had served on the arbitration com'lte. Quiet in manner, he was well liked, and punctilious in fulfilling his business obligations. It was a pleasure to do business with him, as his acceptance or rejection of any proposition was prompt.

In 1893 he was married to Miss Alice Bastien, who, with a daughter, Ruth, and two brothers, Charles of Camden and Walter of Elmer, N. J., survives him. The funeral services were held at Rosehill chapel.

The Grain Trade's Persecution and Its Possible Relief

From an Address by Frank J. Delany before Indiana Grain Dealers Ass'n

The Grain Trade Is the Victim of Politics.—In this great, gloriously fertile, mid-continental plain where most of our American grain crop is grown, there is a continuous political menace to your business activity and mine.

You have heard from the speakers who have preceded me much of the story that must be told if you are to secure a mental picture of the situation at Washington. But this is incomplete if you miss the background and the light of the sky on the remote horizon of the picture, and it may therefore be worth our while to ponder over some of the details.

Agriculture In Distress?—For the past six years or so the farmer as a class has not been prosperous, and as a class he has been discontented. He has argued that all avocations of our citizenship are more prosperous than agriculture, and that agriculture is made the victim of discrimination by the working out of our national legislative policy.

Always when a sentiment of this kind forms in the minds of any considerable number of our people the same phenomenon is observed. Immediately there comes to the front a group or class of men who try to capitalize this sentiment. That is the case now.

The corn belt territory which produces most of the complaint produces likewise most of those who in one way or another are trying to manipulate this discontent into revenue or prestige or preferment for themselves. And some of these men aim at high offices in our national and state governments, while others aim similarly at important offices in farm organizations. Selfish as they are, nevertheless there is a well defined spirit of mutual helpfulness. A sort of a "you scratch my back and I'll scratch yours" spirit seems to be characteristic of each and all of them.

Log Rolling.—Naturally there is a divergence of opinion among them as to the sort or kind of medicine that must be used to cure the farmer's ills. Each has his own pet sophistry, his pet panacea. But they do not quarrel with each other, for, a quarrel between any two of them would reveal that neither fellow had a medicine that was worth a hoot.

So a more discreet course is followed—they meet and log roll and write and rave, then to make sure that no one is offended they take all of the prescriptions and consolidate them into what the old family doctor used to call the shotgun prescription.

The result is a McNary-Haugen bill, a monstrosity, half horse, half alligator, something the farmer does not want because he does not understand it.

His natural shrewdness makes him suspicious of everything he does not understand, and he as a class does not enthuse over it all. But some farmers are for it on the theory that if the government is going to give out money this may be their chance to get some of it for themselves. But a controlling majority of the farmers' leaders do enthuse over it. They figure that the effort to make the thing work will increase their personal prominence and perhaps create a necessity for their services, a personal opportunity, and so we observe they are not quite so unselfish as they would have us believe. There is a contrast here, to the advantage of the grain trade. Grain merchants will honestly admit that they are in the business for the profit they expect or hope to get out of it.

Conservative Farm Leaders Exist.—But I must make it clear that not all of the leaders of farmer thought are of this conscienceless type. Not all of them are selfish. Not all of them believe that the farmer's salvation lies in legislation. Not all of them believe that a farmer can lift himself out of a morass of loss, or debt, or trouble, by tugging at his boot straps.

No, my friends, there are farm leaders who are sober and conservative and sound in thought and speech, who do not believe that the way to help the price of the farmer's crop is to destroy the markets or the marketing methods by which these prices are made, who do not believe that we can reduce the temperature of an insufferably hot day by smashing the thermometer. And the one helpful sign of the whole situation is that their numbers and their influence is growing.

Crux of Grain Men's Troubles.—The farmer is suspicious of what he does not understand. Therein lies the crux of our troubles as grain men. Because he imperfectly understands the country grain business and its problems and understands not at all the terminal market's grain business on their peculiar difficulties and problems, the farmer is suspicious of them. Radicals among his leaders have been able to capitalize this suspicion. Then they carry their suspicions to state legislatures, even to the national halls of Congress, to men who know even less about the problem. The inevitable re-

sult is attempts to enact laws which in effect would be ruinous.

This sort of effort does not constitute representing the farmer. It is misrepresenting the farmer. The farmer does not want to destroy or even injure his markets, and yet a large percentage of farm leaders lend themselves, and lead their followers to accomplish this, largely out of lack of comprehension of the probable or possible effects of the legislation they propose. And the legislators, with an eye only to their personal political fortunes, cravenly support measures they know to be bad without scruple, apology or any sense of moral responsibility.

Is there any chance to change this situation? I think so. I think there is a chance and an opportunity. But this change can be initiated, directed and stimulated only by those who are in intimate daily contact with the farmer—the country grain merchant. He can do this by explaining fully the points on marketing that the farmer desires to have explained. This he should do consistently, as a matter of daily sound business policy.

Our business is a sound business, it is an honest activity, it is a sound and substantial service to our community. It needs no defense from critics, but it needs education of these critics. The conservative farm leaders need to be sustained, supported and encouraged, and they should receive it from you.

We in terminal markets will support you in this work.

On behalf of the Board of Trade of the City of Chicago, which sends me here today, I want to promise you that we will furnish you on request a sound answer to any question that may be raised by any of your patrons who ask explanations of the reasons for methods, or practices, or customs in terminal markets which they or you may not fully understand. We want and you want every farmer to know that while at times it may seem complex, yet there is in reality nothing mysterious, nothing secret, nothing surreptitious, underhanded or dishonorable in any phase or custom of the grain business anywhere.

When the farmer has been brought to understand this he will prove a tower of strength to all of us—a business asset rather than a menace, for in his wrath he will drive into deserved oblivion those who have been endeavoring to lead him on to a ruin of his own interests through a destruction of his markets.

The farmer knows that no single law can solve all his troubles, for there is no way of crystallizing all his troubles into one problem. Those who are in intimate contact with the farming communities know that while there is agricultural distress that is fairly general, yet this does not mean that every farmer is in distress or that there is any one reason responsible for any widespread distress in agriculture.

There are nearly as many reasons as there are farmers, of course, but I am going to recite some of them that seem to fit many cases.

First—High Priced Land: The farmer who in paternal pride during prosperous times purchased neighboring farms for his sons and daughters and became unduly extended through mortgage burden on the purchased lands, as well as on the home place, has been in distress because of Interest Burden and Tax Burden. This is a small percentage.

The farmer who through either ownership or tenantry, viz., leases, has incurred the obligation to farm on a larger scale than before, is in distress in many cases because of difficulty in procuring labor or in the high cost of labor. The restrictions on immigration will make this problem more acute as time goes on.

The farmer who is tilling poor soil, raising few bushels and receiving low prices, is in distress. Marginal lands.

The farmer who has had no credit with which to buy feeding cattle or hogs and thus secure a higher price for his corn.

The farmer who is paying rents predicated on inflated farm values is in distress, too. This is about over with however.

The farmer who purchased too many tractors or too many autos and now requires too much gasoline is in distress, too.

The farmer whose banker became a real estate agent or promoter in the flush war price days is in distress, too, and through no fault of his own—for he is denied the credit that he is reasonably entitled to at home.

And it is pretty much as one old farmer recently sized up the situation when he said: "Around the country there is distress among some of the farmers and yet their neighbors on land no better are able to make a little money."

No one BIG reason but many LITTLE ones. I notice, though, that mostly the fellows who are not in distress are the fellows that find plenty to do around the place in the evenings while the fellows who are in distress are mostly those who are cranking up the Ford and going to meeting at the school house and talking and "passing resolutions."

This is not quoted in a jesting spirit, nor in a critical spirit. No one has the right to make a jest of another man's troubles. The farmer has the same inalienable right to work in an orderly way for an improvement of his economic status. If in the working out of this effort he adopts co-operation as a principle, and if in the application of that principle he concludes to merchandise his crops directly himself, through taking part in terminal market activities, he has that of course as an inherent right, and those of us who have had most experience appreciate that this does not necessarily mean injury to us.

But he has no right to permit his political strength to be used to bolster up the political fortunes of economic mountebanks. The thoughtful farmer will be first to agree to this, because he realizes that progress is not made that way.

That Mythical Exportable Surplus.

In fact as I see it the corn belt farmer has been hurt by this continued yowling of "Help!" "Help!" "Help!" from his leaders. Take the talk about our exportable surplus of corn.

One would think it was something so enormous in quantity as to be unwieldy in the world's markets. Yet out of the last three corn crops our exportable surplus was an average of less than 20 million bus. Considerably less than 1% of the crop.

Free Importation of Agricultural Substitutes.

In the same years we imported Cuban, Porto Rican and Javan molasses (as a raw material for the production of industrial alcohol) sufficient in quantity to displace two or three times the exportable surplus of corn. Thus it seems we have at home a domestic market big enough to absorb a big corn crop every year and we need about a 2900 million crop to take care of our home necessity, and that we would have no corn available for export if we as a matter of national policy compelled the use of corn (low grades mostly) where opportunities such as this offered.

As I see it therefore our opportunity to help our farmer friends must develop along constructive lines, by developing in a businesslike way practical means of enlarging the demand for his products, at home first and abroad afterwards. The American farmer now raises more bushels per man than any farmer in the world; let us help him to find a larger market for them. That is our duty, that is our specialty, that is our opportunity.

Correct False Impressions.

We can do much, I am sure, to remove a lot of false impressions and correct a lot of errors. For instance, last week there was during all of the week at Northwestern University a symposium of co-operative thought as applied to grain marketing. As reports came to me it seemed that those who attended with open minds must have been sadly befuddled.

There were radicals there who hated the existing order of things. There were conservatives who saw the good in present terminal markets. Successful men differed.

For an example, one of the big men in control of the Canadian wheat pool is quoted in substance: "We use the exchanges for all they are worth without compunction or scruple to our own advantage. When they put wheat too high we sell it. When on the other hand there is danger of the weight of millers' hedges breaking the market we take the hedges off their hands."

Now there is a most amazing statement. If he is quoted correctly it means that he is exercising his judgment of markets, and operating for the farmers' pool, basis his judgment. If he is doing this he is speculating. We have Arthur Cutten trading on the Board of Trade. He sells wheat when he thinks it is too high; he buys it when in his judgment it goes too low, but he uses his own money to do this, whereas the manager of the pool, if he is quoted correctly, is doing precisely the same thing, but he is using the farmers' wheat money. Unfortunately the Canadian wheat pool operations are so large that there is no yardstick of comparison to measure them by. But he must guess right to be right, and if he is right the farmers win, and if he is wrong the farmers lose and the farmer is speculating thru the pool without knowing it.

Grain Trade Must Formulate Community Thought.

As I see it, therefore, the grain trade must take a very much larger part in the shaping of the community thought at home on these matters along sane and sound and constructive lines. This of course is going to mean somewhat of an effort, but it is, as I see it, imperatively demanded, because the farmer through his present limited experience in the

operation of country elevators has generally come to the conclusion that a profit is necessary if his enterprise is to survive.

You gentlemen always knew this and the farmer now knows it. Make it easy for him to consult you and confer with you and to cooperate with you and I venture the result will be encouraging to you and them.

Montana Farmer-Grain Dealers Organize.

The Montana Farmer-Grain Dealers' Ass'n was formally organized at Glasgow, June 25, its membership including independent grain dealers and farmers of northeastern Montana.

The convention chose directors, who, after adjournment, met and organized the governing board, as follows: T. J. Larson, Outlook, pres.; H. H. Ames, Scobey, vice-pres.; Carl Hovland, White Tail, sec'y; directors being the foregoing and Lewis Peterson, Culbertson; Roy Cross, Denton, and L. M. Amdahl, Hingham.

The next convention will be held in June, 1928, in a city to be selected.

Resolution asking the railroads to extend to Montana a rule operating in North Dakota, permitting shipment of mixed grain on a minimum of 30,000 lbs. at certain periods, to avoid bulkheading, was made. A petition was also made to the department of agriculture asking it to set a maximum storage charge of one-thirtieth of one cent a bushel per day.

W. T. Giese, state supervisor of grain standards, spoke at the morning session.

Loans on Farm Granaries in Illinois.

The bill introduced by Rep. Homer J. Tice of Greenview and described in the Journal May 25, on page 597, has passed the Illinois legislature and is now before the governor for approval. It copies the Iowa law providing for loans on grain in farmers' granaries; and, like the Iowa law, is likely to become a dead letter, there being no disposition on the part of the farmer to comply with the maze of red tape nor to subject himself to the fine of \$100 to \$500 or to 6 months in jail for some trifling violation of the law. If the farmer took any grain out of his own granary or if his hired man did so, he would be subject to \$1,000 fine or a year in jail.

In addition, the farmer would have to pay 1 cent per bushel to the sealer, besides the interest to the local banker, or the party who made the loan.

Even after the farmer has paid the \$3 license fee and the 1 cent per bushel tax for the services, he has no guaranty that he will get a loan. He still has to find some one who will accept the certificate as collateral, which is unlikely, as the certificate is without the backing of the bond behind regular warehousemen, the holder of the receipt having no recourse for fraud other than to have the farmer jailed.

Farmers' votes cannot be caught with such shallow bait.

Non-Pool Members Get Better Price.

In a recent radio the Manitoba Pool admitted that a non-Pool farmer might obtain a better price than a Pool member. It is worth noting that this admission has been made. It is true that the Manitoba Pool tries to make out that the chances of obtaining this better price are not very numerous, but this is not in accordance with the facts. The non-Pool farmer deals in the open market. Now the average open market prices have regularly been many cents per bushel higher than the Pool prices.

A man dealing in the open market has more chances of getting at least the average price of that market than he has of getting a price below the average. In other words, a man has had more than an even chance in the past three years of getting at least 5 or 6 cents per bushel more than the Pool price.

Last year there were only 69 days on which the open market price was below the final Pool price, whereas there were 232 days on which the price was at least the Pool price or better.

—Grain Trade News

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Raise Wheat on \$250 Acre Land?

Grain Dealers Journal: There has been a lot of "rumpus" raised the past several years on the amount of taxes assessed on the poor, down-trodden farmers, especially within the past six months.

I personally am a staunch supporter of the old Henry George single land tax, but that's neither here nor there.

If producers cannot show a substantial profit raising garlicky barley, sample-grade wheat, oats of a grade for which there is little demand, etc., which in substance means poor seed and obsolete or lackadaisical methods of care and cultivation, then the producers are too lazy to deserve any sympathy or assistance from even their own grafting county agent, towards whose expenses he is forced to contribute. Good seed, proper care, diversification, intelligent cultivation, has and will continue to pay dividends to the real producer.

Cultivating marginal land, viz.: that soil which just barely pays investment and labor returns, is wasting the producer's labor to his own disadvantage for the reason that this marginal land increases both over-production of all grades of grain and specifically increases the production of low-quality grain. This latter factor depresses the market.

Contrasted to cultivating poorly adopted soil is the problem of trying to reap a return from, say, wheat on \$250 an acre land. It just is not generally done. So, if the farmer's taxes are taking too much of his net profit, then it behooves him to snap out of his almost constant stupor, cast aside the overhanging clouds of his mythical dilemma, and GO TO WORK, and raise products that will show him a fair return. Others do it.—W. M. Casey, Mexico, N. Y.

Why More Land?

Grain Dealers Journal: The Reclamation Bureau has devoted itself constantly to opening up new sections of country, and so far their results on the whole have been most disappointing. According to reports, a survey has been made thru the southern part of this country for the purpose of determining ways and means of draining certain sections in order to provide more land for cultivation.

The chief trouble with agriculture today is that we are cultivating too much land, consequently, the government should direct itself to taking more marginal lands out of cultivation and growing more timber, rather than bringing more land under cultivation. Millions of acres in this country can well grow a crop of timber before they will be needed to produce other agricultural products.

Wisconsin has recently amended its constitution so that land devoted to forestry need not be taxed. The proposed plan is to levy a tax upon the timber when it is cut. It seems it is nothing more or less than good sense to give the coming generations an opportunity to bring land under cultivation rather than for the government to go to the expense of reclaiming land for agricultural purposes when we already have more under cultivation than it is profitable to operate.

I am not attempting to associate this question with the effect prohibition has had on land and crop values, as there are others who are probably better prepared than I to treat this side authoritatively.

We will agree wheat cannot be profitably raised on \$250 land. It is also obvious that the poorer grades of wheat raised on marginal land tend to reduce the price for the better grades of wheat raised on the better soils.

These poorer soils came into production at a time of necessity; they are no longer needed now, so why not promote this re-forestation program? It would certainly be cheaper than the present reclamation program.—H. W. Hoard, Ft. Atkinson, Wis.

Liming Pays in Indiana.

Grain Dealers Journal: According to a report from the Indiana Agricultural Experiment Station, three-fourths of the cultivated lands of this state are acid. About 25 per cent are so acid that clover will fail almost every year. On another 25 per cent, much clover fails when seasons are unfavorable.

On seven of the nine experiment fields where the effect of liming has been studied, the values of crop increases produced by the application of ground limestone, have ranged from \$6.06 to \$32.08 per acre per rotation of corn, wheat, and clover, averaging \$14.10 at crop prices prevailing in 1922.

Seems to me here is a side-line well adopted for the elevators of this state to handle profitably. Their farmer patrons need lime.—A. B. Bowen, Delphi, Ind.

From a Friend of Prohibition.

Grain Dealers Journal: I desire to reply to a letter appearing in the Journal of June 10th and signed by Pierce Blewett, Jamestown, N. D. It is a known fact that when people have become mildly insane on some particular subject, they at once begin to think that everybody but themselves have unbalanced minds. We wonder if Mr. Blewett's mind is in this condition on the prohibition question. He admits that a large per cent of the farmers support the prohibition law and the Anti-Saloon League and he attempts to place his judgment and that of those who desire to buy corn and barley for 50 to 70 cents per bushel from the farmer and then resell to the farmer in liquid form at \$5.00 to \$8.00 per bushel, superior to all the sober industrious Christian farmers in the U. S. A. A beautiful thought, indeed.

Blewett thinks that all the union the farmer needs is one "against prohibition and the Anti-Saloon League." We think the only union he needs is to enforce the prohibition law by placing all violators of the law on a chain gang upon the public highways with an officer to guard them and compel them to construct roads upon which people may drive who are not intoxicated. The penalty should be: first offense, six months; second offense, one year; third offense, five years' labor, with no paroles for good behavior.

Mr. Blewett is, if we accept him seriously, in favor of any man drinking booze at any time and all he wants and then driving his automobile anywhere and everywhere as his drink-crazed brain may decide, thus endangering the lives of all citizens. This would be the result if those who believe in the booze business had their pleasure.

We prefer the farmers' judgment and that of the Anti-Saloon League and of the members of the Christian churches to that of any one who desires to make money out of a debauched human race.—P. M. Ashbrook, Wheat, Corn and Oats, Alexandria, O.

The United States Tariff Commission announced orally on June 27 that an investigation covering the production costs of foreign and domestic corn has been ordered. The investigation was ordered by application of the Corn Growers Ass'n of Des Moines, Ia., it was said. The principal competing country with domestic corn was said by the Commission to be Argentina. The work of compiling cost data of this investigation will begin some time during July.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

CANADA.

Ottawa, Ont., July 11.—The Canadian Dominion government estimated area sown to wheat for the 1927 crop at 21,350,300 acres, compared with 22,987,048 acres last year, a decrease of 7 per cent, and indicated the probable crop at 325,075,000 bu., which compared with 406,000,000 bu. harvested last year. Spring wheat acreage is 20,633,200, against 22,106,985 acres last year, with the crop in the three provinces placed at 305,052,000 bu., against 382,000,000 bu. raised last year.

COLORADO.

Holyoke, Colo., July 9.—Crop prospects with us are encouraging, and barring hail, there will be a large crop.—Holyoke Farmers Co-op. Elvtr. Co.

ILLINOIS.

Jacksonville, Ill., June 25.—Corn is fully a month late, wheat fair and oats very poor. Will take a late fall to make a corn crop.—W. H. DeBolt.

West Brooklyn, Ill., July 8.—Oats are very spotty, but good fields are numerous. Corn is in need of lots of good weather. It needs a very late season to mature.—Chas. F. Guffin.

Mansfield, Ill., July 1.—About 10% decrease in the acreage of the new crop. Average height of the new crop is 6 ins. Oats are only fair, will make a little more than half a crop. Wheat is fairly good, some fields being very smutty.—J. A. Polk.

Springfield, Ill., July 6.—Local rains of varying amounts fell in parts of the state on the 1st, but in many areas there has been little or none and moisture is needed. The weather has been favorable for haying, harvesting and threshing operations. Corn is late and uneven but it made good progress. Winter wheat is being harvested in the central counties and threshing has begun in the extreme south. Oats are heading in the north; they are being cut in the south.—Clarence J. Root, meteorologist.

INDIANA.

Dunkirk, Ind., June 29.—Wheat at this point is good, but small acreage. Oats look fair. Corn prospects are poor for a crop.—C. C. Anderson.

Jasper, Ind., June 30.—Crops are coming along very nicely. Have out an average crop of corn. Wheat is ranging above an average crop.—Victoria Mill & Elvtr. Co.

Princeton, Ind., July 5.—Farmers of Gibson county are being urged to grow more alfalfa this year in lieu of the corn crop which, it is feared, will not mature.—C.

Bicknell, Ind., July 9.—Corn crop is the worst in years. Acreage very short, late planted and poorly tended. Under most favorable conditions cannot have over half a crop. Oats were a failure.—O. L. Barr Grain Co.

Evansville, Ind., July 5.—During the last two weeks in June many southern and central Indiana farmers worked at night in an effort to get their corn crop planted. The acreage is under that of last year and the year previous to that. Early planted corn is looking extremely well.—C.

IOWA.

Sidney, Ia., July 7.—Very little wheat in our territory. Corn is good color, but very small. About two weeks behind in growth.—Sidney Elvtr. Co.

Wesley, Ia., July 1.—Crops in this locality are not of the best. The corn crop is about two weeks late and needs perfect weather. The oats were hurt recently on account of the scorching heat and will be very light.—Henry Kunz.

Alvord, Ia., July 3.—Small grains and grasses never looked so well. Corn is almost a perfect stand and is clean. Is more than knee high at this time and not more than a week behind the average. Prospects are good for a fine crop.—X.

Burlington, Ia., July 9.—Corn in this section, as well as thruout the corn belt has made wonderful progress the past two weeks. Fields are clean and plants range from eight inches to waist high, mostly knee high. Oats look good. Wheat in Illinois and Missouri south of here is being cut and threshing will start next week, and in the extreme western part of Iowa is already under way. Acreage is below normal, but yield per acre is good—some fields promising 40 bu. per acre.—Trans-Mississippi Grain Co.

Ruthven, Ia., July 11.—I anticipate that approximately 60% of the corn now planted will mature. The acreage is 10% under that of last year. Most of the seed that went in was of the 120-day maturing period variety, nevertheless the farmers are feeling very optimistic over the prospects. Oats will be about eighty per cent of a normal yield. Have practically a normal acreage. Quality will be good, tho straw will be short. Have no wheat and little barley. Quite a demand has arisen for flaxseed to be planted on abandoned corn land. With the present satisfactory corn and live-stock prices the producers aren't "agitatin'" one bit.—George A. French.

KANSAS.

Protection, Kan., June 25.—Our crop is very light, average about 7-bu., good quality, good protein.—Scott McCormick.

Dresden, Kan., July 8.—The wheat is not so very good here, a fair crop of barley, and corn looking good.—Leo Bainter.

Ashland, Kan., July 5.—The wheat crop here is a complete failure, making as low as 2 and 3 bus. Quality and protein are high, but no yield.—T. H. Urton.

Ogallah, Kan., June 9.—Harvest of wheat will be general here the first of next week. The yield will not be much on account of the lack of moisture last fall and winter. Corn is coming on fine, also kafir.—I. Nixon.

MICHIGAN.

Marshall, Mich., July 2.—Wheat looks good. Corn is very late.—Wm. Van Horn.

Battle Creek, Mich., July 1.—Corn will be late, regardless of conditions from now. Wheat is in good shape.—G. Hagan.

Albion, Mich., July 2.—Wheat is in good shape but there isn't much of it. Corn is very late. The oats could use some rain.—Earl J. Young.

Three Oaks, Mich., June 30.—Wheat looks pretty good. Corn varies, some of it is up fairly well and some is quite far behind.—C. L. Phillips.

Marshall, Mich., July 2.—Wheat looks good tho the acreage is small. Corn is way behind as it is in most places elsewhere. Oats need rain to properly fill.—Homer Clute.

Three Oaks, Mich., June 30.—The wheat acreage in this immediate vicinity is sadly cut, but it looks fine. Oats are in good condition and the acreage is large.—G. L. Miner.

Three Rivers, Mich., July 1.—Wheat is looking fine. Corn is certain to be late, even with the best of conditions from now. We are hoping for favorable harvest weather.—O. Arney.

Parma, Mich., July 2.—We have the best show for wheat in years. Corn is backward and you can't tell much about it. Oats are good, but will need rain.—Frank Gilmore, mgr., Parma Co-op. Elvtr. Co.

Scotts, Mich., July 2.—The corn crop is coming along slowly. With the ideal weather we have had this week there should be a nice tonnage of first cutting alfalfa. New wheat is looking exceptionally nice with every prospect of a good crop. There is very nice clover thruout the territory and with good weather Michigan will have a large tonnage of clover hay to ship this season.—White Bros.

MISSOURI.

Sumner, Mo., June 23.—Crops do not look good in this locality as it has been raining so much. Practically no wheat, some oats, but they are late. Corn is late. Some look fair, but some is of poor stand from wet weather and cut worms.—Elmer Arnold.

Trenton, Mo., July 2.—Crops here are looking better. Some corn is doing fine, other fields are in bad shape. Some farmers are plowing corn that is less than one-third stand. They are beginning to cut oats, looks like a heavy crop. Wheat will be ready to cut soon, looks like a fine prospect, more sown here than usual.—B. H. Ralston.

MONTANA.

Stanford, Mont., July 6.—Spring wheat is late, but looking good. Winter wheat looks great.—Rocky Mountain Elvtr. Co.

Lewistown, Mont., June 25.—Crops here are good, considerable decrease in acreage. Crops are late and we will need a favorable fall or there will be lots of frosted wheat and grain.—Farmers Elvtr. Co.

NEBRASKA.

Strang, Neb., June 25.—Wheat and oats are good, but corn is late.—F. Baand Grain Co.

Red Cloud, Neb., July 9.—Wheat crop is the best for several years. Expect large increase in acreage to be planted this fall. Corn looking good.—Amboy Mlg. & Elvtr. Co.

NORTH DAKOTA.

Ambrose, N. D., July 2.—Crops are late, but are looking good.—O. I. Oleson.

OHIO.

Thackery, O., June 25.—Wheat looks fine, harvest two weeks late, 70% acreage. Corn 30 days late, average acreage. Oats average condition. Rye condition normal but small acreage.—C. Billhimer.

Chillicothe, O., June 30.—Wheat acreage planted is short of last year. If weather continues favorable it should be a good quality, altho not as heavy as last year. Expect about two-thirds of last year's yield.—Ross County Farmers Exchange Co.

OKLAHOMA.

Hammon, Okla., July 8.—Crop conditions are very poor here. Wheat is about one-half crop, but exceptionally good grade. Corn is suffering for rain.—S. C. Thomson.

TEXAS.

Sherman, Tex., July 1.—The new wheat crop is turning out very poor. Yields below expectation, wheat making only 6 and 8 bus. to the acre and grading No. 4, very little grading as good as No. 3. Oats are making from 15 to 30 bus. per acre, probably will do well to average 20 bus.—G. B. R. Smith Mlg. Co.

WASHINGTON.

Spokane, Wash., June 28.—The wheat crop in the Inland Empire this year will be 20% above normal. Washington winter wheat alone gives promise of a crop of 30,928,000 bus. as compared with 19,481,000 in 1926.—A. W. Lindsay.—S. N. B.

Government Crop Report.

Washington, July 11. — The crop reporting board of the U. S. Dept. of Agriculture makes the following forecasts and estimates:

		Total production in millions.	
	Acreage, 1927.*	Condition (%) July 1, 1927.	Condition (%) July 1, 1926.
		Indicated, July 1, 1927.	Harvested, 1926.
Corn	97,638	69.9	77.9
Winter wheat.....	33,185	75.0	77.4
Spring wheat.....	20,313	89.7	64.8
All wheat.....	53,498	79.1	73.6
Oats	42,914	79.9	74.5
Barley	9,456	84.2	73.3
Rye	3,860	89.7	66.7
Flaxseed	2,653	86.3	73.0
Rice	979	90.9	86.7
Broomcorn	238	69.9	84.6
Beans, dry edible	1,749	82.1	84.2
Soy beans.....	2,330	78.8	80.1
Cow peas.....	2,244	77.6	72.7
Hay, all tame.....	60,262	89.9	71.9
*000 omitted.			

*000 omitted.
The amount of wheat remaining on farms in the United States on July 1, 1927, is estimated 3.28% of the crop of 1926, or about 27,339,000 bu., as compared with 20,973,000 bu. on July 1, 1926, and 29,913,000 bu., the average of stocks of wheat on July 1 for the five years, 1922-1926.

		Production in thousands of bus.		
		July 1, 1927.	Harvested, 1926.	
		Condition (%) July 1, 1927.	Condition (%) 10-year av.	
†Four states...	17,289	89.8	215,354	150,520
All other states	3,024	89.5	58,864	54,856
U. S.	20,313	89.7	274,218	205,376

†Minnesota, North Dakota, South Dakota and Montana.

Rust Menace Hangs Over Spring Wheat.

WINTER WHEAT prospects are for a crop of 558,000,000 bus. This compares with the June official estimate of 537,000,000, our June of 569,000,000 and 627,000,000 last year. Production by leading states follows. Estimates are based on prospective yields rather than on condition figures: Tex., 16,700,000; Okla., 39,880,000; Kan., 119,680,000; Neb., 72,000,000; Col., 17,420,000; Mont., 10,575,000; Ida., 12,339,000; Wash., 33,300,000; Ore., 19,460,000; Ill., 34,850,000; Ind., 27,922,000; Ohio, 25,587,000.

SPRING WHEAT condition is 87% of normal. Acreage is revised to 18,707,000. This indicates a crop of 241,320,000. Conditions by states follow: No. Dak., 85; So. Dak., 92; Minn., 87; Mont., 93; Ida., 97; Wash., 86; Ore., 89. The late start has been partly overcome. Weeds are more abundant than usual. Moisture is adequate, except that showers were generally needed the last week in June.

In our opinion June weather in the Northwest was favorable for the early appearance of the red stage of black stem rust, especially in So. Dak. Furthermore, the red and black stages appeared earlier and more abundantly than usual in the northern half of the winter wheat belt. The black stage occurred as far north as central Nebraska before June 18th and in central Indiana the 12th. We were confident that the red stage has appeared north to central South Dakota and the black stage to the Dakota-Nebraska line by June 20. It is conservative to say that competent judges are already assured of more than average rust damage in parts of the spring wheat belt, except in case of decidedly below normal rainfall during July. However, the rust organism seems to be much lacking in vigor where it has appeared to date and heavy losses from this pest are likely to occur only if showers and muggy days are unusually frequent.

RYE has had favorable moisture and temperatures for filling. There are some very good prospects outside of the heavy acreage territory in the Northwest. The estimate is for 51,200,000.

OATS acreage is 42,793,000. Condition is 79% of normal and crop estimated at 1,296,000,000 bus.

CORN acreage is 96,700,000, compared to 99,492,000 last year. The condition is 71.3% of normal. The lowest July condition of record was 72.0 in 1924. A production of 2,321,000,000 bus. is forecasted. An estimate at this time is considered of little value. However, acreage reduction and certain of the unfavorable factors in poorest sections cannot be overcome.—R. O. Cromwell, Statist, Lamson Bros. & Co., Chicago.

Corn Condition Lowest on Record.

Chicago, July 2.—May was unusually cool and wet in the main agricultural regions of the United States. With the exception of corn, crops progressed favorably. All small grains are close to average conditions, or better, but corn prospects in the last week of June were the lowest on record. The frequent rains and wet soil seriously delayed planting and the cool temperature prevented rapid growth. The corn crop is thus starting with a serious handicap which may or may not be largely overcome by future weather conditions.

Winter Wheat 575,964,000 Bushels.—The condition of winter wheat is 76.8% of normal, compared with a ten-year average of 77.6. Present condition forecasts a yield per acre of 14.6 bus. and a total production of 575,964,000 bus. June was generally cool with sufficient moisture, which favored the maturing of the crop. Texas and Oklahoma are yielding better than forecast a month ago, and Nebraska and the Pacific northwest are reporting high prospects. A month ago our forecast was 563,000,000 and the government's 537,000,000 bus.

Spring Wheat Acreage 5.4% Less.—Spring wheat acreage is estimated 18,562,000 acres, which is 5.4% less than last year's harvested acreage.

Spring Wheat Forecast 254,256,000 Bus.—The condition of spring wheat is 88.7% of normal, compared with a ten-year average of 82.0, indicate an improvement in prospect during June; this condition forecasts a yield per acre of 13.7 bus. and a total production of 254,256,000 bus. Prospects are good in the Pacific northwest as well as in Montana, the Dakotas and Minnesota.

Corn Condition Lowest on Record.—Incessant wet weather in May and June delayed corn planting to an unprecedented extent, especially over the area covering much of Ill., Mo., Ind., Ohio and Ia. In addition the cool temperature prevented normal rate of growth after planted. The acreage has been reduced, our estimate being 94,497,000 acres, or 5% less than last year.

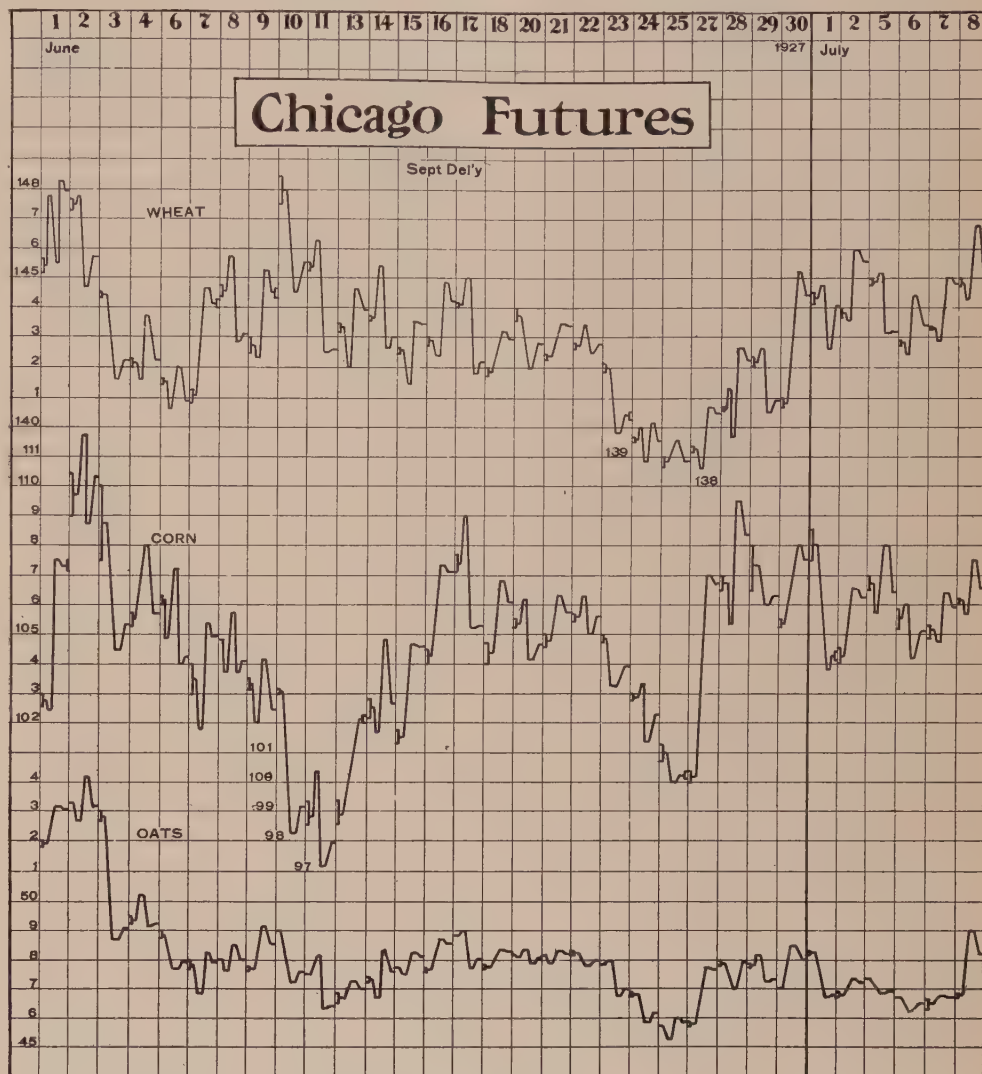
Corn Forecast 2,240,000,000 Bus.—Reports from correspondents in the last week of June indicate a condition of the crop of 70.8% of normal, which compares with a ten-year average on July 1 of 83.7. The previous lowest July 1

condition was 72.1, in 1924, when the crop turned out an average of 23.2 bus. per acre. Present condition is interpreted, in the usual way, as forecasting 23.8 bus. per acre, which on the estimated acreage of 94,497,000, would produce 2,240,000,000 bus.

Wheat Carry Over Increased.—The carry over of wheat on farms is estimated at 27,100,000, against 20,700,000 a year ago. The carry over in country mills and elevators, 29,800,000, against 23,000,000 a year ago, making a total in

the two positions 56,900,000 bus., against 43,700,000 a year ago—an increase of 13,200,000.—Nat C. Murray, Statistician, Clement, Curtis & Co.

Looks like the song and dance we've been getting about the European corn borer has made a mountain out of a mole hill, a \$10,000,000 mountain. And the politicians have cornered all mining rights.



Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for September delivery at the following markets for the past two weeks have been as follows:

	June 25	June 27	June 28	June 29	June 30	July 1	July 2	July 5	July 6	July 7	July 8	July 9
WHEAT												
Chicago	138 3/4	140 1/4	142 1/4	140 3/4	144 3/4	144	145 1/2	143 1/4	143 1/4	144 3/4	145 1/4	145 5/8
Kansas City	130	131 1/2	133 1/2	132 3/4	136	136	137 1/4	135 1/4	135	136 1/2	137 1/2	137 3/4
St. Louis (hard winter)	137 3/4	139 5/8	141 1/2	140 3/4	143 3/4	143 1/4	145	143 1/4	143	144 1/2	145 1/4	145 5/8
Minneapolis	139 3/4	141	142 1/2	141 1/4	144 3/4	144 1/4	144 5/8	143 5/8	143 5/8	145	145 1/4	145 5/8
New York (domestic)	140 1/2	141 5/8	143	142 3/4	145 3/4	144 3/4	145 3/4	144 3/4	144 3/4	145 3/4	146 3/4	146 3/4
Duluth (durum)	135 1/2	137 1/4	139 1/4	138 3/4	143 3/4	142 3/4	142 3/4	140 3/4	140 3/4	142 3/4	143 3/4	143 3/4
Winnipeg (October)	141 1/2	143 3/4	145 3/4	144 3/4	147 1/4	*	†	146 3/4	146 3/4	147 3/4	148 3/4	149 1/4
Milwaukee	138 3/4	140 1/2	142 1/4	140 3/4	144 3/4	144	145 5/8	143 1/4	143 1/4	144 3/4	145 1/4	145 5/8
CORN												
Chicago	100 1/2	106 3/4	108 3/4	106 1/4	107 1/2	104 1/2	106 1/4	106 3/4	105	105 3/4	106 1/2	106 3/4
Kansas City	95 3/4	101 1/4	103 1/4	101 1/2	102 3/4	100 1/4	101 1/2	101 1/2	101 1/2	102	103	102 3/4
St. Louis	101 3/4	107 5/8	109 1/2	108	109 1/2	106 1/4	108 5/8	109 3/4	108 3/4	109 1/2	110 1/2	110 3/4
Milwaukee	100 3/4	106 3/4	108 3/4	106 1/4	107 3/4	104 3/4	106 3/4	106 1/2	105	106	106 3/4	106 3/4
OATS												
Chicago	45 3/4	47 5/8	47 3/4	47 1/4	48	46 3/4	47 1/4	46 3/4	46 3/4	46 5/8	48	47 3/4
Minneapolis	43	44 3/4	44 3/4	44 3/4	45 1/4	43 3/4	45 1/4	43 3/4	43 3/4	43 3/4	44 3/4	44 3/4
Winnipeg (October)	52 1/2	54 3/4	54 3/4	54 3/4	54 3/4	*	†	53 3/4	53 3/4	53 3/4	54 3/4	54 3/4
Milwaukee	45 3/4	47 5/8	47 3/4	47 1/4	48	46 3/4	47 1/4	46 3/4	46 3/4	46 5/8	48	47 3/4
RYE												
Chicago	100	102	102 1/2	101	102 1/2	101 1/4	101 3/4	100 1/4	99 1/2	101	102 1/4	102 1/4
Minneapolis	93 3/4	95 3/4	96 3/4	94 5/8	96 1/4	95 3/4	96 1/4	94 1/4	93 3/4	94 3/4	95 3/4	95 3/4
Duluth	97	98 3/4	100 3/4	97 3/4	99	98	98	97	96	97 1/2	98 3/4	99
Winnipeg (October)	98 3/4	101	102	100 3/4	102	*	†	99 1/2	99 3/4	100 1/2	101 1/2	101 3/4
BARLEY												
Minneapolis	68 3/4	69 3/4	70	70	70 1/2	69 3/4	70 1/2	69 1/4	68 3/4	68 3/4	69 1/4	70
Winnipeg (October)	72 1/4	72 3/4	72 3/4	72 3/4	72 3/4	*	†	71 1/4	71 1/4	71 1/4	72 3/4	72 3/4

*Sixtieth anniversary Canadian nation. †Closed.

New Illinois Warehouse Law.

As an outcome of the legislative investigation, the following bill, introduced by Rep. McCarthy of the Curran Com'te, has passed both houses of the Illinois Legislature and awaits the Governor's signature:

A BILL

For an Act to amend Section 3 and the title of "An Act to regulate public warehouses, and the warehousing and inspection of grain, and to give effect to article thirteen of the constitution of this State," approved April 25, 1871, as amended, and to add thereto, Section 6a, 6b, 6c and 6d.

Section 3. The proprietor, lessee or manager of any public warehouse of Class A shall be required, before transacting any business in such warehouse, to procure from the Illinois Commerce Commission, a license permitting such proprietor, lessee or manager to transact business as a public warehouseman under the laws of this State, which license shall be issued by said commission, upon a written application therefore, which shall set forth the location and name of such warehouse, and the individual name of each person interested as owner or principal in the management of the same; or, if the warehouse be owned or managed by a corporation, the names of the pres., secy. and treas. of such corporation shall be stated. In addition, the application shall state such facts as the Illinois Commerce Commission may require to enable the commission to determine whether such warehouseman proposes to operate in accordance with this Act and the other warehouse laws of this State. The said license shall give authority to carry on and conduct the business of a public warehouse of Class A, in accordance with the laws of this State, and shall be revocable by the said commission, after full hearing, upon satisfactory proof of any violation of law by such licensee, such proof to be taken in such manner as may be directed by and under rules to be established by said commission, but the action of such commission in granting or refusing licenses and in revoking licenses may be reviewed by the circuit court of the county where such elevator or warehouse is located.

The commission is also authorized to grant warehouse licenses to corporations which propose to operate Class A public grain warehouses on a flexible unit plan whereby empty bins in private elevators may be leased by such warehouse corporations and operated as public warehouses. Any and every application by such warehouse corporation for a warehouse license, and every license issued by the Illinois Commerce Commission to such corporation, shall describe the elevator or elevators wherein bins may be leased from time to time by such warehouse corporation, and such license shall authorize such warehouse corporation from time to time to lease and operate for public use, one or any number of bins in such elevator or elevators.

Sec. 6a. Every warehouse corporation operating on a flexible unit plan shall be required to file with the commission at the beginning of each week, a report showing what particular bins were operated for public use during the previous week. All transfers of grain to such public bins including direct transfers from private to public bins shall be made under the joint supervision of the employees of such warehouse corporation and the Department of Trade and Commerce. All such grain shall be inspected by a State grain inspector while in process of such transfer, and the warehouse receipt issued for such grain shall show the grade established by such inspection.

The capital stock of any such warehouse corporation may be owned by any other corporation whether organized for pecuniary profit or not for pecuniary profit, and whether organized under a general or special law of this state, provided such ownership is authorized by the board of directors of the corporation owning such stock; or such stock in such warehouse corporation may be held in trust for any other corporation or the stockholders or members thereof.

Sec. 6b. Any contract for the purchase or sale of grain which is made on and subject to the rules of any grain exchange designated as a contract market by the United States Secretary of Agriculture under the Act of Congress known as the Grain Futures Act, which contract conforms to the provisions of such Grain Futures Act, shall be deemed a valid and lawful contract under the laws of this State; and, likewise, any order given and accepted, or any contract made which contemplates the purchase or sale of grain on any such grain exchange, where such purchase or sale is actually executed on such exchange conformably to the provisions of said Grain Futures Act, shall be deemed a lawful and valid contract under the laws of this State.

Sec. 6c. No rule or regulation of any board of trade or grain exchange which relates to the warehousing of grain in any public grain warehouse, or which relates to the custody of grain in any private warehouse, or the use or negotiation of custodian's receipts for such grain,

shall be or become operative until such rule or regulation is approved by the Illinois Commerce Commission, and the Illinois Commerce Commission may adopt and promulgate reasonable rules and regulations consistent with the provisions of this Act for the purpose of making this Act effective.

Sec. 6d. No person who operates a Class A public grain warehouse in this State, shall store in such warehouse, any grain in which he has any direct or indirect interest. This section shall be deemed to prohibit such storage of grain owned by a substantial stockholder of the warehouseman, or grain owned by a corporation a substantial part of the capital stock of which is owned by the warehouseman, or grain owned by a corporation having substantially the same stockholders as the warehouseman, or grain sold to go to store, where the warehouseman, or a substantial stockholder of the warehouseman, or a corporation having substantially the same stockholders as the warehouseman, or a corporation affiliated with the warehouseman, agrees to repurchase the same or similar grain; and shall also be deemed to prohibit any other device or subterfuge whereby the warehouseman shall have or acquire any interest direct or indirect in the grain stored in any such warehouse operated by him. Any person who violates or participates in the violation of the provisions of this section, shall be deemed guilty of a misdemeanor, and shall be fined not exceeding \$5,000 or be imprisoned for not exceeding six months for each offense.

Foodstuffs may enter Columbia on reduced import duties, by order of a decree effective June 10, last, according to advices received by the Department of Commerce. Duties are reduced as follows: Wheat flour, from .08 to .04 peso; wheat, from .03 to .01 peso; rice and beans, from .04 to .01 peso.

A hearing on the complaint of the McCormick Warehouse Co. against the Pennsylvania Railroad Co. (Interstate Commerce Commission docket 15445), involving the right of a railroad to select its own agent or warehouseman, will come before the Commission at Washington, D. C., on July 7.

Wheat Movement in June.

Receipts and shipments of wheat at the various markets during June, as compared with June, 1926, in bushels, were as follows:

	Receipts—		Shipments—	
	1927	1926	1927	1926
Baltimore	515,109	1,332,021	55,652	12,544
Chicago	1,746,000	1,552,000	1,950,000	1,437,000
Cincinnati	216,000	147,000	117,600	431,200
Denver	211,500	292,500	34,000	40,500
Duluth	3,209,637	3,482,354	4,625,326	5,451,291
Ft. William	11,653,256	.....	14,798,276	.....
Fort Worth	3,490,200	968,800	341,600	345,800
Galveston .....	.....	.....	1,044,000	120,000
Houston .....	.....	.....	40,000	.....
Hutchinson	1,802,250	2,330,950	.....	.....
Indianapolis	203,000	98,000	170,000	80,000
Kansas City	3,600,800	4,625,100	4,011,000	2,037,150
Milwaukee	518,400	277,200	295,449	384,114
Minneapolis	5,158,730	4,814,440	3,093,280	2,988,800
Montreal	17,619,764	22,477,775	11,676,931	23,338,108
Montreal	12,800	70,000	207,397	94,092
New Orleans	3,748,800	.....	4,495,000	.....
Omaha	94,000	627,000	855,200	357,000
Philadelphia	383,007	679,155	1,248,218	400,690
Portland	751,100	3,274,100	252,854	4,056,491
St. Joseph	390,200	714,000	61,600	53,200
St. Louis	1,341,200	1,267,000	1,235,615	889,000
San Francisco	166,866	121,433	.....	.....
Superior	2,191,577	2,079,660	2,565,216	2,637,526
Toledo	1,112,795	563,800	397,050	175,510
Wichita	2,335,500	5,013,050	1,576,800	3,288,600

Oats Movement in June.

Receipts and shipments of oats at the various markets during June, as compared with June, 1926, in bushels, were as follows:

	Receipts—		Shipments—	
	1927	1926	1927	1926
Baltimore	130,209	93,720	.....	30,938
Chicago	3,616,000	4,590,000	1,788,000	2,839,000
Cincinnati	166,000	220,000	126,000	128,000
Denver	56,000	138,000	48,000	72,000
Duluth	20,687	1,059,689	1,429,221	1,762,372
Ft. William	263,917	.....	1,210,187	.....
Fort Worth	594,000	236,000	106,000	42,000
Hutchinson .....	.....	4,500	.....	.....
Indianapolis	434,000	682,000	558,000	660,000
Kansas City	176,000	282,000	154,000	217,500
Milwaukee	1,200,600	876,260	984,129	432,182
Minneapolis	740,380	927,690	2,747,450	2,140,060
Montreal	4,080,094	6,164,016	2,636,327	.....
New Orleans	72,000	54,000	106,369	59,938
New York	1,088,000	.....	474,000	.....
Omaha	372,000	840,000	450,000	854,000
Philadelphia	123,393	303,687	105,000	14,985
Portland	160,000	107,500	2,524	.....
St. Joseph	118,000	144,000	10,000	26,000
St. Louis	1,568,000	2,216,000	1,448,000	1,882,000
San Francisco	71,875	45,937	.....	.....
Superior	14,002	851,667	1,176,518	1,653,361
Toledo	881,950	912,300	698,690	560,720
Wichita	13,500	3,000	6,000	3,000

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Mansfield, Ill., July 1.—About 30% of the old crop is in the farmers' hands.—J. A. Polk.

Edgewater, N. J.—The Corn Products Co. has bot a cargo of Argentine corn for its plant which will be opened here soon.

Protection, Kan., June 25.—Movement is at its height. About 40 cars were shipped from here this week.—D. W. Brite.

St. Louis, Mo., June 28.—The first car of new crop hard wheat was auctioned off on the Merchants Exchange floor today. It was bot by the J. F. Imbs Mfg. Co. for \$1.46½ per bu. The car was received by the Marshall Hall Grain Co., originating at Hopeton, Okla. It showed 12.55 protein, grading No. 1.

Corn Movement in June.

Receipts and shipments of corn at the various markets during June, as compared with June, 1926, were as follows:

	Receipts—		Shipments—	
	1927	1926	1927	1926
Baltimore	55,244	69,196	.....	1,111,533
Chicago	7,551,000	8,929,000	3,969,000	2,804,000
Cincinnati	462,000	570,000	421,400	462,000
Denver	190,650	258,850	70,500	88,350
Duluth	15,193	12,385	8,437	.....
Fort Worth	210,600	208,500	147,000	72,000
Hutchinson	25,000	147,500	.....	.....
Indianapolis	1,152,000	1,410,000	1,084,000	778,000
Kansas City	2,688,500	1,847,500	961,500	1,265,000
Milwaukee	1,370,480	562,400	275,734	294,107
Minneapolis	2,319,460	699,700	910,190	392,520
Montreal	88,387	213,129	6,750	6,256
New Orleans	288,824	385,500	338,942	554,599
New York	66,000	.....	43,000	.....
Omaha	3,312,400	1,580,600	1,790,600	1,575,000
Philadelphia	56,570	52,358	.....	30,996
Portland	171,000	151,500	54,000	.....
St. Joseph	1,029,000	975,000	909,000	810,000
St. Louis	2,798,600	4,242,000	1,614,000	2,048,662
San Francisco	75,714	358,928	.....	.....
Superior	25,408	17,230	9,402	.....
Toledo	360,000	393,750	148,185	246,800
Wichita	45,600	162,000	25,200	135,000

Barley Movement in June.

Receipts and shipments of barley at the various markets during June, as compared with June, 1926, in bushels, were as follows:

	Receipts—		Shipments—	
	1927	1926	1927	1926
Baltimore .....	.....	342,256	.....	377,612
Chicago	373,000	800,000	87,000	167,000
Cincinnati	1,400	1,400	.....	.....
Denver	8,500	17,000	5,100	1,700
Duluth	503,446	375,139	378,304	479,741
Ft. William	440,744	.....	206,711	.....
Fort Worth	174,400	19,200	44,800	6,400
Galveston .....	.....	.....	101,602	.....
Hutchinson	7,500	1,250	.....	.....
Kansas City	27,200	3,000	11,200	24,700
Milwaukee	453,180	854,900	79,317	107,565
Minneapolis	1,076,070	959,550	663,650	845,370
Montreal	4,064,957	2,923,076	2,658,452	3,304,087
New Orleans	1,600	.....	1,390,000	.....
New York	529,600	.....	1,600	14,400
Omaha	3,200	1,600	.....	.....
Philadelphia	1,118	1,714	.....	.....
Portland	46,400	16,000	.....	.....
St. Louis	9,600	35,200	3,200	17,600
San Francisco	1,763,600	1,481,125	.....	.....
Superior	587,897	402,671	300,495	423,699
Toledo	7,200	6,000	.....	.....
Wichita .....	.....	.....	2,400	.....

Rye Movement in June.

Receipts and shipments of rye at the various markets during June, as compared with June, 1926, in bushels, were as follows:

	Receipts—		Shipments—	
	1927	1926	1927	1926
Baltimore	7,446	4,285	4,741	25,714
Chicago	159,000	93,000	381,000	28,000
Cincinnati	4,200	5,600	2,800	1,400
Denver	3,000	1,500	.....	.....
Duluth	795,570	638,997	1,233,292	673,532
Ft. William	138,841	.....	206,711	.....
Fort Worth	1,500	9,000	.....	.....
Indianapolis	1,600	.....	.....	.....
Kansas City	25,500	12,100	16,500	51,700
Milwaukee	90,450	89,145	96,451	45,300
Minneapolis	230,770	261,920	251,730	123,470
Montreal	8,446,759	2,302,097	4,867,709	2,784,862
New Orleans	5,757	3,000	.....	85,714
New York	715,500	.....	781,000	.....
Omaha	39,200	60,200	14,000	98,000
Philadelphia	1,177	1,174	.....	.....
Portland .....	.....	.....	.....	.....
St. Louis	2,600	10,400	27,500	67,414
Superior	504,203	500,362	870,888	422,146
Toledo	14,400	27,000	6,065	6,095

Indiana Dealers Have Delightful Outing and Discuss Trade's Problems

The exclusiveness of a well poised country estate could have been no more select a setting for the delightful mid-summer meeting of the Indiana Grain Dealers Ass'n held at the South Shore Inn, Lake Wawasee, Kosciusko County, Indiana, on June 30 and July 1.

The enthusiasm registered on every hand was checked but little by the unusually high temperature which, fortunately, had a tendency of keeping the group of one hundred and thirty-six somewhat more intact.

The spirit of good-fellowship and willingness to lend a hand to the other fellow marked the prevalent spirit of the assembly.

Out-of-the-ordinary accomplishments featured this convention, of which the keynote was *PRACTICE WHAT YOU PREACH!*

Following the inspiring hand-shaking and greeting of old acquaintances, not to mention the pleasure of new faces, Walter M. Moore, Covington, president of the organization, called the first session to order on the spacious front porch of the Inn, and while the outlook therefrom offered many a picturesque scene to which each might attach dreamy recollections the program was of such interest as to temporarily detract from all of nature's glory.

The pep of the party immediately started off with the announcement of various prizes by Ed. K. Shepperd, spokesman of the Indianapolis Grain & Hay Club. The awards covered the largest fish *actually* caught, as well as the smallest; golf, with a wide range of prizes; progressive Five-Hundred and Bridge; horse-shoe pitching; the shipper from the longest distance, etc.

Address of Welcome.

Whether or not everybody felt "at home" before they were so heartily welcomed by W. H. Sharpe of the Goshen (Ind.) Mfg. Co. is not problematical, for grain dealers have always been noted for that pleasant knack of sociability which makes them so adapted to any gathering, however those that were not sufficiently "steamed" up before hearing Mr. Sharpe certainly owned the world after listening to his remarks.

Value of Good-Fellowship.

Worries and business cares flit to the four winds (none of which were in evidence just then) when Mr. Sharpe renewed the realization of his attentive listeners of the value of associating, of good-fellowship, of exchanging ideas, of the inspiration derived.

The point he drove home the hardest, the one that will stick, was that getting together instills ever increasing courage to "*PRACTICE WHAT YOU PREACH!*"

E. E. ELLIOTT, Muncie, Vice-President of the Indiana Grain Dealers Ass'n, in response to the preceding address of welcome reminiscently said:

Time! Time! Where Does It Go?

Six months have slipped quietly and quickly by, as only yesterday it seems since we met in the meeting at Indianapolis. Many are here today who were there.

At that time quite a few remarks, as I remember, were made about the charter members of our organization. The old picture of our first meeting was brought in. Many of us had to look the second time before we became acquainted with our own picture. Nevertheless, we were all proud that we were still grain dealers and belonged to the organization.

A little closer retrospect of our efforts in the grain business, and I think I speak the minds of a large number of grain dealers now present, proves to me that the grain business has not all been hazard and disappointment, but that the sun has shone at least part of the time. It is a pleasure as we look back over the hill and note the bright spots as we came along, and to watch the steady growth of the grain business.

Improvements Constantly Helping.—I am not so old, but I suspect a few years younger than

some who are here, but in my time there has been a wonderful change in comparison with a few short years ago. We easily call to mind the changes which have taken place, for we then loaded wheat in the bag direct in the car. Now we load through the elevator dump with machinery with unlimited capacity. Then in 24- to 30-foot box cars with 40,000 to 60,000 capacity. Now in the 50-foot box with 110,000 bushels or more capacity. Then with terminal elevators of a few thousand bushels storage. Now in bushel capacity numbering millions. Then sixty-day car travel to New York, now five to seven days. Then five to ten days unloading; now one to two days. Then corn becoming hot in transit was dumped into the river. Now a few cents charges for drying and handling and corn is applied on contract.

Then not safe to meet your competitor. Now he is your best friend if you will let him be. I have even heard of a competitor's daughter marrying a competitor's son.

Then we never saw a man from Baltimore, as he was afraid to come to Indiana for fear of the ague or mosquito bites. Now when he comes he gets so full of chicken he is afraid to return for fear of a sudden collapse.

Lauds Riley's Work.—We view with very great pleasure the efforts of the officers of this organization that have served so faithfully from time to time, especially our secretary, Charles B. Riley.

And also to meet from year to year in these meetings Charles Ashpaugh, Bennett Taylor, Herbert Deam, Percy Goodrich, Charles S. Clark, Charles Jenkins, Ed Reynolds and a host of these good looking a-little-past-average-age fellows. And to these younger less-good-looking grain dealers who are becoming interested in the Ass'n I am glad to say it is a pleasure to see you here. These are all very bright spots in the grain business.

Few Dark Spots Left.—It is a fact that we had some dark spots and a few thorns as we came along, but most of them have been turned into channels of lesser opposition and many to the advantage of the grain business. I might say there are few yet to clear up.

I do not know of any business that has stood half so hard an assault as the grain business has and lived. This is convincing to me that its foundations are right and its principles unquestionable.

Most of us remember the scoop-shovel age when cars were placed, some on your own switch, and a man with an investment of a scoop shovel loaded the grain directly into the car, while you sat idly by with a heavy overhead.

And then came an epidemic of producers owning their elevators to save a supposed extravagant figure for handling grain as figured out by a smooth tongued propagandist who had in mind only so much per.

And then came a number of organizations which so far have not proven to the satisfaction of thousands that they are any better than the old style of marketing grain. I might mention a number of other adverse winds which, like each and every one of the above, have met the same fate.

I point with pride to the fact that all I have referred to was pointed out as unethical and uneconomical by grain dealers and sooner or later must fail. We might mention further, also with very much pride and satisfaction, a more recent legislative endeavor where the grain dealers were especially active in gathering information and creating sentiment, desiring not so much the defeat of a bill introduced, but of holding it in abeyance until people vitally interested would find their bearings or proper poise. In this act our position was confirmed and our efforts rewarded by the veto of our very able President, Calvin Coolidge, and today his popularity as a safe and sound chief executive is greater than before. I refer to the McNary-Haugen bill. I am thoroughly convinced that some mention should be made in this meeting confirming this act.

Memorial for the Departed.

J. J. FITZGERALD, Indianapolis, Sec'y of the Grain Dealers National Mutual Fire Insurance Co., read the following memorials in respectful memory of "Our Departed Members":

Tipton S. Blish.

Tipton S. Blish, one of the organizers and a valued member of the Indiana Grain Dealers Ass'n, passed away at his home in Seymour, Ind., on April 19 last.

Mr. Blish was born in Seymour on January 13, 1865, and was a grandson of Capt. Meedy W. Shields, the founder of that city. He was mar-

ried to Miss Agnes Andrews, who with three sons and one daughter survive him.

"Tip" Blish, as he was familiarly known, was one of Indiana's leading citizens; loved and respected by all who knew him. The name of Blish has been connected with the milling industry since Colonial days, and in the conduct of the business of the Blish Milling Co., to which he succeeded, he not only carried on the family traditions for honorable dealings but proved his worth as a successful miller and business man. He was a man of sound judgment and fair dealing and was often selected by his associates for positions of trust and honor.

He served as president of the Indiana Millers Ass'n and of the Millers National Federation and was a director of both organizations for a number of years. He was a director of the Fletcher American National Bank of Indianapolis and was closely identified with many business interests in his home town. He was one of the pioneers in the good roads movement, as he knew that a proper development of the state depended upon the condition of the highways.

He took a keen interest in all that stood for the development of good citizenship and the welfare of humanity in general, and gave generously of his time and money to the accomplishment of those ends.

The passing of Tipton S. Blish leaves a vacancy in the ranks that will be difficult to fill. As a business man he was honorable in his dealings; as an associate he was fair and courteous; as a friend he was kind and loyal.

The world was better for "Tip" Blish having lived in it, and to the wife and family to whom he was so fondly devoted, we, his fellow members of the Indiana Grain Dealers Ass'n, extend our heartfelt sympathy in their bereavement.

The Grain Dealers National Mutual Fire Insurance Co., a member of the Indiana Grain Dealers Ass'n, lost three of its officers in the short space of five weeks.

Joseph W. McCord, chairman of the Board, died in Columbus, O., on April 27th.

Charles A. McCotter, secretary, died at Indianapolis, on May 26th.

Edward A. Wiley, treasurer, died at Indianapolis, on June 3rd.

Joseph W. McCord.

Joseph W. McCord had been connected with the grain trade in one way or another for more than fifty years, and had always given it the best that was in him. He was a charter member and past president of the Ohio Grain Dealers Ass'n and served as its sec'y from 1888 to 1926. He was chairman of the Executive Committee of the Grain Dealers National Ass'n for many years. He assisted in the organization of the "Grain Dealers Mutual" in 1902 and was active as director, vice-pres., president and chairman of the board until the time of his last illness.

"Uncle Joe," as he was known wherever grain men gathered, was a genial, kindly soul who loved everybody and whom everybody loved. He brought to the counsel tables of every organization with which he was connected a rugged honesty and a strict adherence to principle. He was a good business man in the best sense of the term, asking nothing but what was right, and always giving value received.

Charles A. McCotter.

The passing of Charles A. McCotter was a blow to all who knew him, and especially to his close associates. He had a bronchial affection which gave him some trouble, but which never was thought to be serious, altho it caused him to seek a warmer climate during the severe months of the winter. He had spent two months in Hawaii, returning to his desk in mid-April feeling and looking exceedingly well. An automobile trip to Columbus to visit "Uncle Joe" McCord in his last illness brought back the old trouble and eventually brought on his death.

Charles McCotter was an exceptional man in many ways. He had a fund of sound common sense and possessed the rare gift of perseverance. When he put his hand to the plow he never looked back. He organized the "Grain Dealers Mutual" in 1902 when it was a hazardous venture indeed, because in those days the country elevator had a high burning ratio and was insured by most companies only under protest. But he brought to his task those qualities that made him stand out, and success crowned his efforts.

There was much of the idealist in his makeup, and he was more concerned about building an institution that would reflect credit on its membership than he was in building for himself. He was a leader in the field of mutual insurance and his associates in that branch of the business rewarded him with the highest honors at their disposal. His friends among the stock companies always trusted and respected him.

He had seen much of the world, and out of his ripe experience he was ever ready to coun-

sel whomsoever might call on him. His door always stood open. He was much interested in the charitable organizations of Indianapolis and for many years acted as treasurer of the Family Welfare Society. He was not well off in worldly goods, but he left the grain trade an institution that is a monument to his ability, integrity, perseverance and foresight, and to his family, co-workers and friends he left a character that will ever remain an inspiration.

Edward A. Wiley.

Edward A. Wiley had begun work with the company as an accountant in 1906 and through hard work and faithful service stepped up to the office of treasurer. He was a modest, unassuming gentleman who did more than his share of the world's work, and because of that fact he was called before his time. Apparently he was in good health right up to the day of Mr. McCotter's funeral, when he took to his bed and died within a week. An autopsy revealed a heart that was too weak to stand the successive shocks of the deaths of Mr. McCotter and Mr. McCotter.

The Indiana Grain Dealers Ass'n and the grain trade in general was enriched by the lives of these men.

JOHN A. SHIELDS, Lawrenceburg, who probably knew "Tip" Blish better than anyone outside of Mr. Blish's family, added a more intimate touch before moving the acceptance of the foregoing. A standing vote was taken in respect to these four gentlemen.

Federal Grain Supervision.

HAZEN B. ENGLISH, Member of the Board of Review, U. S. Department of Grain Inspection, Chicago, delivered an interesting address on the functions of the department with which he is active, leaving many valuable suggestions for more equitable margins with his listeners, which will be published in a coming number.

Following Mr. English's encouraging words, Pres. Moore announced Mr. English would be more than willing to answer questions put to him the twenty-four hours following adjournment of the current session. In addition, Mr. English had an interesting grain grades display from the famous Field Museum and samples of ancient Emmer wheat, some 2600 years old, all of which attracted much favorable attention and comment.

Grain Trade and Politics.

CHAS. QUINN, Toledo, Sec'y Grain Dealers National Ass'n, on "Politics and the Grain Trade," warned his congregation that the present political administration are backing the Curtis-Crisp bill, which is just the McNary-Haugen bill without the equalization fee clause, and that this party will probably promise to relieve the supposed critical farm situation in the interests of a third term for Coolidge.

He attributed that policy to the fact that the farmer vote totals approximately twenty million against about twenty thousand votes cast by the grain trade.

FEDERAL INSPECTION OPPOSED.—Absolute federal grain inspection, sampling and grading, to be substituted for the present system as outlined in the pending Frazier bill, met with a torrent of opposition, however detailed discussion was postponed till the following day.

In introducing a resolution against the adoption of the scale tolerance rule of the American Railway Ass'n carriers, as per their dockets, Sec'y Quinn explained the "National" had generously conceded one-eighth of one per cent natural shrinkage to the carriers and that they had no intention of giving the railroads any more gifts. It appears the carriers desired one-fourth of one per cent shrinkage, but that the "National" offered one-eighth of one per cent rather than to undergo extended litigation, so this move on the part of the carriers is an attempt to secure their one-quarter of one per cent exemption. The resolution presented and adopted, was:

Resolved, By the Indiana Grain Dealers Ass'n, in convention assembled at Wawasee Lake, Ind., June 30 and July 1, that Henry L. Goemann, chairman of the transportation committee of the Grain Dealers National Association, be requested to oppose the adoption of the scale tolerance rule of the American Railway Ass'n

carriers, as per their dockets. Furthermore, that he propose that the deduction of $\frac{1}{4}$ of 1 per cent of the shipping weight be the only basis to be used for the adjustment of freight charges, which deduction fully covers scale tolerances. Any other shrinkages must be considered the liability of the carriers.

FARM RELIEF LEGISLATION.—Bills and relief measures have been offered by the carload, but the Republican party wisely has not adopted any of them. The tariff, a matter of party politics, enters in now and then but only tends to complicate the situation.

Grain Trade's Negative Attitude.

SECY RILEY related a recent interesting incident in the matter of response to a broadside sent the secretaries of the various state grain dealers ass'ns offering to promote a get-together to frame a relief measure based on sane economic principles. The response was negligible, just another indication of the constant negative attitude reflected on every hand by the grain trade.

H. WALLACE APPLGATE, President of the Toledo Produce Exchange, bringing greetings on behalf of the members of the Toledo Produce Exchange, spoke as follows:

This talk of mine necessarily must be along the lines of shop, because the grain business is the only line of work that I was ever in, and after 27 years one must have acquired some little knowledge of his labor, whether by absorption or by real aptitude and love for his business. To tell the truth, I have always enjoyed it.

I have not the ability to paint beautiful word pictures and can only talk along the line of serious endeavor because I am so constituted.

Business to my mind is simply the transfer from one to another of thought, labor and its products. Of course, labor combined with natural resources, tends to greater or less success.

There is no nation more blessed in wealth or higher living conditions than our own, which fundamentally is at the bottom of our so-called agricultural unrest. This agricultural trouble is more imaginary than real and is kept alive by a few spellbinders who are out to make an easy living by keeping the grain business in politics.

Agitators Are Unopposed.—They are well paid for their trouble and so far have been successful because we have let them have a clear field. It would surely be very gratifying to me if the grain trade of this great country would only awake and show to other lines of business, and to politicians that we are performing our tasks each day better than others can perform them and that we are not asking a subsidy from the government to help us out.

Declining Demand vs. Increasing Production.—It will be conceded, I think, that the gradual perfection of the gasoline engine has done more to change business, living conditions and general thought than any other modern contribution to world affairs. It is, in fact, the gasoline age.

The almost perfect automobile and the present flying machine are with us and used daily because of their great worth. The automobile has come to stay, everyone from high to low rides in a car. It is a great source of pleasure as well as of necessity as we now live. The farmer the country over has his automobile whether he has horses or cows or pigs on his farm or not. The auto, of course, does nothing to enrich the soil, and every day more or less the farmer is putting his hand down in his pocket to pay for gas and fertilizer. Whether this is right or wrong has nothing to do with the case, but you can bet your bottom dollar he is not going to give up his machine, and if his present one gives out he is going to get another.

This evolution in rapid transportation has been one of the factors in higher living conditions and, of course, a great source of wealth to those engaged in its promotion.

It is needless to say that the consumption of oats has been greatly curtailed in all large centers of population.

With greater wealth and higher wages people are now living on a more diversified diet, eating more fruit and vegetables and less wheat products per capita.

We have also passed the Prohibition Act, cutting down the demand in many different ways for corn, barley, rye and oats. I am not talking against prohibition, you understand, but I do believe prohibition has affected grain prices, because it has cut off a diversified demand for grain of various qualities and no demand has so far developed to take care of the old consumption.

Likewise, a change in our ideas has resulted in less meat eating per capita. I mention these facts to show that conditions beyond which the

grain dealer and the farmer have no control affect a reduction in the consumption of grain and thus tend to lower prices. In other words, a broad, urgent demand advances prices, concentrated buying and lack of interest along consumptive lines lowers prices.

Grain dealers and millers who expect to stay in business and make a living must try to meet these changed conditions in the economic world.

To my mind the farmer is much better off than we are; he can diversify, rotate his crops, raise chickens, do more feeding on the farm and thus market the product. He does not have to raise grain alone and thus sell grain to the country elevator. But the country elevator dealer to the greatest extent is dependent on the grain marketed. He is restricted to a certain territory and tries to pay his overhead by handling coal, flour and many other commodities.

The margin of profit in handling grain at the country elevator or mill, and at the terminal elevator or mill, has been proved to be, if anything, too small for a fair return.

Successful concerns, outside of the grain business, have combined to reduce the overhead and depend on volume to do its work, a great factor to their success being in good buying. The grain dealer and miller from now on must be better buyers. A pretty good saying is that "An article well bought is half sold."

The grain trade must concentrate and work harder to give service. There is no place now for laggards and for those living in the past, lamenting the changes now under way, but there is ample opportunity for those with vision to the future.

Middleman An Economic Necessity.—I believe there will always be the so-called "middleman." He is needed. Show the world that the so-called co-operative movement and pools are only a subterfuge to set up a new set of middlemen and take your business away from you through political tactics, both state and national.

The statement of a certain organization in your own state given out the other day was quite illuminating. The grain dealer and the miller have been the farmer's best friend. The farmer has carried the fight against you, retaliate now before it is too late and tell him you must now buy on a larger margin to get out whole—that his success is dependent upon your success. He will have more respect for you.

You need not worry about the co-operatives paying more to the farmer in the long run unless Congress votes to subsidize the co-operatives and we are very sure Congress will not do that un-American act.

Educate Your Patrons.—Now is our opportunity to start to educate the people to our worth and what we do in our particular line. To do this we must unite and work along very close lines, must get more members, more money, have officers who have great ability and who can give their whole time to the work; get into politics with both feet, meet the propagandists who are trying to tear down our country and the Constitution, with right and a spirit of fair play behind us.

Show the politicians that we will fight class legislation. Show that the State Grain Ass'ns, the National Ass'n, the boards of trade at Chicago, Indianapolis, Toledo, Buffalo, New York and others all over the country are necessary and paying their way each day in service to the people.

The Grain Ass'ns and the Board of Trade must work closer together.

E. CLIFFORD BARRETT, President of the Indianapolis Board of Trade, spoke of the findings of the United States Chamber of Commerce in formulating its national policy regarding farm relief; viz, that industry is protected by a 45 per cent ad valorem tariff, while agriculture is protected by but a 20 per cent ad valorem tariff which oftentimes becomes more or less ineffective considering the free importation of substitutes for agricultural products such as black-strap molasses for the making of alcohol in place of corn as a base.

Our Immigration bill protects organized as well as unorganized labor and raises its wages so that now the farmer can no longer afford to hire labor. This bill has also resulted in emigration from Germany to South American countries, where the foreigners are going in for agriculture. This will eventually force American farmers to sell at a still lower figure and corresponding smaller profit.

A sane, concrete policy may be expected from the United States Chamber of Commerce regarding the present supposed farm crux, which will rectify any of the many varied phases demanding action according to the agitators.

Educate Your Patrons.

J. J. FITZGERALD, Indianapolis: Grain men have spare time; why not utilize it to your best advantage and get out a weekly letter to your clientele. That would cure a lot of supposed ills.

It's up to every grain dealer to educate every farmer in his vicinity. It isn't politics that's necessary, its education. Farmers trust their grain dealer because if they didn't trust him they wouldn't deal with him.

Politicians with one ear to the ground, who voted for the McNary-Haugen bill and threw this measure in President Coolidge's lap were COWARDS.

Let's all put a shoulder to the wheel and lift agriculture out of the mud thrown around it by agitators. We can do it if we will! Let's go!

With this inspiration revolving in every cerebellum, the program progressed to the appointment of a Resolution Com'te, consisting of John A. Shields, Lawrenceburg, chairman; Charles S. Clark, Chicago; and Jesse G. Doane, Clarks Hill.

Adjournment followed, at 5:15, to permit a refreshing plunge, or whatnot, before the pleasant evening repast. Dancing followed sundown.

Friday Morning Session.

Following an exciting Horse-Shoe Pitching Contest the second business session was called to order Friday morning at 9:30, Pres. Moore in the chair.

FRANK J. DELANY, Chicago, in discussing "The Grain Trade and Politics," delivered an interesting address, which is published elsewhere in this number.

Disparity Between "All-Rail" and "Ex-Lake" Deliveries.

FRED E. POND, Sec'y of the Buffalo Corn Exchange, brought to the attention of his respectful audience that all-rail grain at Buffalo delivered on New York contracts was not on a parity with ex-lake grain, preference being given ex-lake grain amounting to several cents premium.

While rules and regulations covering delivery on contract are in existence, yet oftentimes it is impossible to deliver all-rail wheat and oats on futures contracts because of this existing disparity.

Buffalo has protested this situation and now asks the co-operation of the Indiana, Ohio and Michigan associations in lending their support in protest of this lack of parity between all-rail and ex-lake grain, which remedied situation offers an additional outlet for the grain of these three states.

Mr. Pond then indicated some of the virtues of our present grading system over what it would be if entirely taken over by the federal agencies. The most outstanding feature was that there would be no opportunity of appeal, all grades being final in the first instance.

Every government facility trespassing on business fields is not satisfactory. Government inspection, as outlined in the Frazier bill, would mean only one inspection, for the government could not reverse its own decisions.

JOHN E. BRENNAN, Chicago, questioned the "no appeal" phase of Mr. Pond's argument, insisting that he wins three out of five appeals taken on state inspection to the federal appeal board.

FRANK J. DELANY, Chicago, arose to the occasion and ruled "both correct!" pointing wherein the federal government with its present "policing" power is not the whole cheese, which situation is ideal in comparison to a hypothetical case in which the federal agencies solely reigned supreme. The bureaucratic, arbitrary, dictatorial, federal government never did business any good.

Country Shipper Gets Short End?

D. L. BROOKIE, Monon: The country shipper gets the short end of present grain inspection system; we have nothing to do with the hiring of the inspectors and are not repre-

sented at all—it's soldiering from start to finish.

In contrast the buyer is face to face with the board of review compared to the shipper stranded out in the woods.

JOHN E. BRENNAN: I can't agree with Mr. Brookie. It will soon be thirty years that my firm has been in business and we've never owned a car of grain. We represent the seller, and, Mr. Brookie, let me say that if you do not have confidence in your present terminal market connection it is high time you hunted around a bit and formed a relationship with one of the many in which you undoubtedly would have confidence in.

Mr. Brookie seems to believe his commission man will let a car of grain be sold to some favored buyer if it is noticeably undergraded. That criticism is, I believe from our own experiences, unjust and unwarranted. Every day we call appeals on grain we believe to be better than graded and stand the expense out of our own pockets. Who for—ourselves or the buyer? No! For the shipper. If this isn't giving the shipper the kind of representation he wants in his terminal market I'd like to know what is.

FRED MAYER, Toledo, was scheduled to deliver one of his famous cordial addresses, but a sprained ankle confined his activities elsewhere, much to everyone's regret, not to mention Mr. Mayer's disappointment as expressed in his kindly letter read to the assembly by Pres. Moore.

H. O. RICE, president and manager of the Huntington Equity Exchange: All through this meeting we've been discussing things that affect us from the outside. Perhaps there are things that affect us from within.

The Indiana Wheat Pool.

Regarding the Indiana wheat pool, I went down to the organization meeting and tried to get a fair hearing, but couldn't. The pool is founded on the theory that wheat is cheap at harvest and dearer later, and if properly marketed can be profitably marketed. The pool craves world control so every kernel of wheat raised must pass through its hands. This probably will never come to pass.

Farmers must adjust themselves to changing conditions, as in the mentioned instance of the increasing predominance of motor power over horse power. We can't legislate prosperity into the lives of any particular class of the constituency of America. If prosperity is desired let the marginal lands be taken out of production and the present condition of vast overproduction be slashed.

The bulk of the radical farmer element are mighty glad Cal Coolidge didn't sign the McNary-Haugen bill. They thought they wanted it because they didn't know what it was. The supposed farm relief problem is purely economic, and if we cannot compete with agricultural interests throughout the world then we must get out of the game.

Regarding car inspection of grains, my only wish is that a car of No. 2 grain leaving my elevator would be sure of grading No. 2 at destination no matter what terminal received it. Perhaps this ideal situation will be brought about at a future date.

Of course, we must not lose sight of the fact that we certainly should buy grain on the same grade we sell it on and not overbid its value regardless of any temporary lack of confidence in our competitor or mental reservation that he wants the grain badly enough to overbid its value.

And that brings me up to the point that it seems at times that we've lost confidence in our competitors and we get so we try to cut one another's throats, but I believe associating with one another at these state meetings has tended through the years to bring competitors closer together, so that they really are gradually gaining greater respect for one another.

Every Member Get a Member!

FRANK J. DELANY: The presence of men like Mr. Rice in the Indiana Grain Dealers

Ass'n is a reliable omen of better days. If the farmers' elevators were all members in Illinois, Indiana and Iowa, we'd have no McNary-Haugen bills. Through personal effort on every member's part the membership of all such concerns could be solicited, encouraged and secured.

On this matter of free importation of blackstrap molasses and the agricultural protective tariff mentioned, the American Farm Bureau were requested to take the initiative in promoting a tariff against such free importation so there would be this additional outlet for corn (viz., the industrial alcohol trade), but the bureau wouldn't do it. Why?

JOHN A. SHIELDS, chairman of the Resolutions Com'te, presented the following resolutions, which were adopted:

Resolutions Adopted.

The Indiana Grain Dealers Ass'n, in convention assembled, at Lake Wawasee, Ind., on June 30, 1927, hereby adopt the following resolutions and statement of principles:

Opposed to Federal Inspection.

We are opposed to the further extension of the powers of the Federal Government in the matter of grain inspection, but we favor a more efficient administration of the present federal inspection law. So long as grain is inspected under the present system the inspection should have the careful personal attention of the officials upon whom the duty devolves, rather than merely their perfunctory supervision.

Commend President for Veto of McNary-Haugen Bill.

We deny the existence of a so-called "farm problem" that is susceptible of beneficial treatment or permanent cure by political means or legislative enactment. The conditions confronting agriculture are not fundamentally different from the problems confronting all business, and the prosperity of agriculture lies in the recognition and correct application of economic principles rather than in the political enactment of class legislation granting special privileges to a part of the people at the expense of the whole. We denounce the principles underlying the McNary-Haugen bill and all similar proposals as unsound economically and politically; we heartily endorse the sound and fearless attitude of President Coolidge toward such measures as reflected in his able veto message of the McNary-Haugen bill and we commend him therefore.

No Relief for Farmer in Legislative Tinkering.

We believe efficient "farm relief" lies in the direction of the practical application of sound economic principles and business policies to agriculture, and we suggest that the farmer will profit from the consideration of his problems from a business standpoint by business men just as he will continue to suffer by legislative tinkering by politicians and professional propagandists.

Protest Opening New Acreage to Cultivation.

Whereas, Our beneficent government, in its effort to encourage production, has opened millions of acres of public lands and Indian reservations to settlement and has encouraged cultivation of large arid sections by the building of dams and irrigation projects, thereby greatly increasing the production of agricultural products; be it

Resolved, That we protest against further efforts in this direction until the market demand for present production is sufficient to create prices to compensate present producers in keeping with their established costs.

Demand All-Rail Grain Be Placed on Parity with Ex-Lake.

Resolved, That we authorize and urge our board of directors to demand that all-rail grain into Buffalo be placed on a parity with ex-lake grain deliverable on future contracts on the New York Produce Exchange.

Tournament Prize Announced.

ED. K. SHEPPERD, Indianapolis, announced the following prize winners:

GOLF TOURNAMENT: Low score to Ed. Flanagan, state champion and son of Mr. and Mrs. A. H. Flanagan of Crawfordsville; second low score to E. Fay Winslow of Indianapolis; blind bogey to Claude Hedworth of Remington; most holes in eight strokes, Fred Camper, Indianapolis; highest score, Ed. K. Shepperd, Indianapolis.

FISHING AWARDS went to Mrs. Walter M. Moore of Covington for the largest fish, first prize being a dandy steel fishing rod and accessories; and Wm. E. "Bill" Rider, of Waynestown Grain Co., Waynetown, for the

smallest fish (an inch-and-a-half minnow), second prize being a strong fish line capable of landing a deep-sea bass.

BRIDGE PRIZES for the ladies went to: First, Mrs. Ed. K. Shepperd of Indianapolis; second, Mrs. Wm. E. Rider of Waynetown; third, Mrs. Charles S. Clark, Chicago; and fourth, Mrs. Bert A. Boyd, Indianapolis. Prizes were exquisite, imported, washable, Chinese playing cards.

For the men, J. J. Fitzgerald, Indianapolis, won first prize; Fred Camper, Indianapolis, nosed out by 14 points, took second prize; and W. W. "Bill" Cummings, Toledo, Sec'y Ohio Grain Dealers Ass'n, copped the "booby," and passed 'em around generously.

HORSE SHOE pitching stirred up a lot of rivalry between the receivers and shippers with the result of 21 to 12 in favor of the shippers led by Walter Moore and Jesse Doane. In the individual contests Jesse Doane of Clark's Hill ran away with the first prize—a set of silver-plated horseshoes, while Carl Menzie of Indianapolis got a second prize—a leather-bound copy of the Universal Grain Code.

The session was adjourned *sine die* at 11:35 following the singing of "America" with Bill Cummings at the Steinway and Bert A. Boyd with the baton.

Convention Notes.

REGISTRATION totaled 136.

ILLINOIS' downstate delegate was Elvis Weathers of Newman.

BUFFALO'S sole navigator was Fred E. Pond, sec'y of the Corn Exchange.

FORT WAYNE had two representatives, Ben and Marshall Levy of Stiefel & Levy.

MICHIGAN'S greetings were broadcast by D. R. Agin of the Carpenter Grain Co., of Battle Creek.

INSTRUCTIONS to back seat drivers (viz., "SHUT UP") were circulated by the Covington Grain Co.

THE FEED TRADE vested its representation in John A. and E. R. Shields of the Greendale Mills of Lawrenceburg.

LOUISVILLE, KY., was not to be outdone for representation, having W. M. Wallace and wife, of Washburn-Crosby Co., right on the ground all the time.

IDLE HOURS and dance intermissions were whiled away with the songs of Guy F. Davis, seedsman, of Lebanon. Many accompanied in their old-time favorites.

BRIDGE and Five Hundred were played by the fairer sex, strengthened occasionally by a sociable male, morning, noon and night. The dancing did not detract.

BALTIMORE'S grain grading rules were given everyone with the compliments of the Baltimore Chamber of Commerce by David H. Larkin, Chief Grain Inspector.

BALTIMORE was very much in evidence with the distinguished presence of David H. Larkin, Chief Grain Inspector of the Chamber of Commerce; Oscar M. Gibson, and H. E. Elgert.

THE SUPPLY TRADE was ably represented by Joe M. Beck, of Indianapolis office of S. K. F., ball and roller bearing manufacturers; and W. W. Pierce of Upland, representing The McMillan Co., of Indianapolis.

REGISTRATION was in charge of Mr. and Mrs. L. H. Crosby, Lafayette, who bestowed the silver-anniversary identification badges donated by the Grain Dealers National Mutual Fire Insurance Co. of Indianapolis.

INSURANCE REPRESENTATIVES included Sec'y and Mrs. J. J. Fitzgerald, Indianapolis; A. E. Leif, Fort Wayne; and Mr. and Mrs. L. H. Cosby, Lafayette; all of Grain Dealers National Mutual Fire Insurance Co.

THE MILLING TRADE was there in strength, with E. J. Mendenhall and wife of Sheridan (Ind.) Mlg. Co.; O. M. Thomas and family, Thomas Mlg. Co., Marion; W. H.

Sharpe and Carl Eganroad, Goshen (Ind.) Mlg. Co.

THE SEED TRADE'S delegation included A. H. Flanagan and family (including his son, Ed, state golf champion), and D. J. Bunnell, Crawfordsville Seed Co., Inc., Crawfordsville; and Guy F. Davis, Houtin-Davis Seed Co., Lebanon.

COLORLED PENCILS were distributed by Joe Doering of Southworth & Co., Ed. K. Shepperd of Cleveland Grain and Milling Co., and H. R. Sawyer of J. H. Dole & Co. Bullet pencils were put out by President Walter M. Moore.

BERT A. BOYD sprung a new puzzle, trick or souvenir every hour, and won the admiration of the ladies and the envy of the men. He was the life of the dance Thursday evening, copping off all the pretty young things.

FRED CAMPER celebrated his thirty-fourth birthday beginning 12:01 a. m., July 1, with a delightful boat trip among the glittering glow worms and fire flies surrounding the picturesque Lake Wawasee. There were about two dozen songsters in the party, and no "duds."

CHICAGO'S "accomplices," to borrow Frank J. Delany's wit for a moment, were: John E. Brennan and family, of John E. Brennan & Co.; Frank J. Delany and family; Wm. Tucker and family, Lamson Bros. Co.; H. R. Sawyer of J. H. Dole & Co.; Christopher Strasser and Theo. Sweitzer of McKenna & Strasser.

TOLEDO receivers drove over in four hours flat. In the party were H. Wallace Applegate, of the Mennel Milling Co., president of the Toledo Produce Exchange; W. W. "Bill" Cummings, J. F. Zahm & Co., sec'y of the Ohio Grain Dealers Ass'n; Joe L. Doering, Southworth & Co.; and Charles Quinn, sec'y Grain Dealers National Ass'n.

FRED E. POND, Sec'y of the Buffalo Corn Exchange, was presented with a bouquet of fresh vegetables, with carrot tops predominating the evidence, at the dance Thursday evening. A speech was called and applauded for, but in lieu of the fact that his royal Nibbs had only brought his one "piece" along with him, he declined, stating that he was saving his "onions" for the morrow.

THE INDIANAPOLIS delegation included Lew Hill, Ed. K. Shepperd and family; Charles B. Riley, Sec'y Indiana Grain Dealers Ass'n; Fred Camper and wife; E. Clifford Barrett, Pres. Indianapolis Board of Trade; J. A. McComas; Lysle L. Wallace; E. F. Winslow; Bert A. Boyd; J. J. Fitzgerald, Sec'y Grain Dealers National Mutual Fire Insurance Co.; O. P. Larimore; E. E. Allison and wife; Merrill Ashley, Carl D. Menzie; Chas. McEwan and Misses Evans, Clark, and Bodell, of Mr. Riley's office.

INDIANA SHIPPERS included: W. M.

Moore and wife, Covington; L. L. Moore and wife, Perrysville; E. K. Sowash and wife, Crown Point; Wm. E. Rider and wife, Waynetown; Jesse G. Doane and wife, and Mesdames B. F. and C. B. Hillis, Doane & Hillis, Clarks Hill; C. C. Cole, Bluffton; W. D. Adams and wife, Elizabethtown; O. A. Dutchess and wife, Kokomo; E. D. Gadbury, Matthews; O. A. and E. A. Davis and wives, Michigantown; Everett Reveal and wife and N. W. Mattix and wife, Rossville; E. McVicker, Van Buren; F. J. Baird and wife, Jordan & Baird, Kewanna; C. A. Hedworth and wife, Remington; O. E. Powell and wife, Raub; Charles A. Ashpaugh and wife, Frankfort; D. L. Brookie and wife, Monon; E. E. Elliott and wife, Muncie; George Rahm and C. O. Seybold, Rockville; W. Martin, South Whitney; G. T. and Martha Burke, Decatur; George W. Felkner and wife, Milford; John T. Higgins, Dayton; H. O. Rice, Huntington; G. G. Davis, Tipton; B. I. Holser, Walkerton; C. G. Wolf, North Liberty; and A. D. Shirley, Walton.

25,000 Bu. Elevator at Preston, Kan.

A pleasing and efficient type of country grain elevator has been erected for the Preston Co-operative Grain & Mercantile Co., at Preston, a town at the crossing of the Rock Island and the Missouri Pacific in the northeastern part of Pratt County in central southern Kansas.

The foundation walls are heavy and reinforced with steel. The pit is 18 ft. deep and fully waterproofed with the hot asphalt system to the ground line.

The elevator is 30x31 ft. 6 ins. and 40 ft. high to the square of the bins, with an 18-ft. head house. It contains 6 main storage bins, 3 bins over the driveway, 2 over the workroom, 1 under the workroom, 4 over the grinder, and two in the dump sink.

Wagons are unloaded on a Kewanee Truck Dump and the grain is elevated by a leg having 2,000 bus. per hour capacity. The grain is weighed out thru a Richardson Automatic Scale. The grinder is served by a small chop leg. Power is furnished by a 10-h.p. Fairbanks-Morse Type Z Engine, and all the shafting runs in S. K. F. Ball Bearings. A 2-h.p. motor mounted in the engine room drives the air compressor for the dump. Protection against lightning is afforded by the complete metal covering, which is grounded at the corners.

The warehouse attached to the elevator is 20x40 ft. and 12 ft. high.

The office building is 24x14 ft., divided into two rooms, well finished and with the exterior covered with Kellastone. The plant was designed and erected by the Star Engineering Co.

Ford Recants Fight on Jews.

Henry Ford has ordered his publication, the *Dearborn Independent*, to discontinue permanently all articles hostile to Jewish people, according to reports in the daily press of July 8. The article quotes Mr. Ford as saying:

"The *Dearborn Independent* will be conducted under such auspices that articles reflecting upon the Jews will never again appear in its columns.

"Had I appreciated the general nature, to say nothing of the details, of these utterances, I would have forbidden their circulation without a moment's hesitation, because I am fully aware of the virtues of the Jewish people as a whole, of what they and their ancestors have done for civilization and for mankind toward the development of commerce and industry, of their sobriety and diligence, their benevolence and their unselfish interest in public welfare.

"I deem it to be my duty as an honorable man to make amends for the wrong done to the Jews as fellowmen and brothers, by asking their forgiveness for the harm I have unintentionally committed, by retracting, so far as lies within my power, the offensive charges laid at their door by these publications, and by giving them the unqualified assurance that henceforth they may look to me for friendship and good will."



25,000-bu. Elevator at Preston, Kan., of Preston Grain & Mercantile Co.

Stub and Face of Storage Receipt Required Under New Minnesota Law.

Storing Farmers Grain Safely

[From an Address by C. W. Potts of Alton, Ia., before Iowa Grain Dealers]

Lessons from the Folger Case.

In the fall of 1921 J. C. Folger, operating an elevator at Alton, Iowa, accepted deliveries of grain in accordance, as he thought, with an oral contract and a general custom whereby his only obligation was to pay the reasonable market value of such grain whenever the farmers demanded it. It was called "stored grain." The understanding both of Mr. Folger and the deliverers was that no grain was to be returned, but payment therefor would be made at the market price on demand.

In accepting these deliveries Mr. Folger was meeting competition; he did not solicit the business, but accepted it when tendered by his customers in order to retain and build up his business. Mr. Folger entered the deliveries in his books as "stored grain" to differentiate it from cash grain. In accordance with the general custom and with his belief in his right to do so, Mr. Folger handled the grain as his own and sold it in the ordinary course of his business, paying to the customers on demand the market value of the grain, without deduction for storage, so long as he was able.

Like deliveries were accepted in 1922 and the same practice was followed. One of the heavy depositors made no demand for payment until June, 1923, about twenty months after the first delivery. By that time the market value of the grain had more than doubled, and owing to losses incurred in the conduct of his business, Mr. Folger was unable to meet his obligations. The depositor endeavored for eighteen months to secure payment. He and Mr. Folger agreed upon the amount of the indebtedness, and no charge was made for storage. On such agreed indebtedness Mr. Folger made such payments as he could, but was about \$7,000 short.

Being unable to secure payment of this amount after eighteen months' effort, the customer decided to take it out in prosecution. He secured Mr. Folger's indictment on the charge of embezzling as agent and bailee the proceeds of a claimed sale, which amounted to the reasonable market value of the grain at the time demand was made, less the payment made thereon. Trial was had. Mr. Folger laid his books on the table, showed where the losses had occurred, admitted the indebtedness, but claimed the right to sell the grain and that he had been the victim of unfortunate circumstances and was guilty of no criminality.

At the conclusion of the trial the court directed a verdict in Folger's favor, and he was discharged. He was thereupon reindicted under what was claimed to be a different statute for embezzling not the proceeds of the sale of the grain, but the grain itself.

Another trial was had, in September, 1925, at which time Mr. Folger contended that having been acquitted under the first charge, involving the identical transaction, he was protected by his former jeopardy against a second prosecution, and he also tendered the other defenses he had made on the first trial, and again submitted his books to show the lack of any criminal intent.

At the close of the testimony a motion to direct in his favor was overruled, and the cause was submitted to the jury, composed largely of farmers, to whom the state made the appeal that it was up to the farmers acting as jurors to protect farmers generally from the evil machinations of elevator men. The jury brought in a verdict of guilty, and Mr. Folger was sentenced to the penitentiary at Fort Madison for a term not to exceed five years. An appeal was taken to the Supreme Court, and the judgment of conviction was affirmed. A petition for rehearing was then filed which is still pending, so Mr. Folger's ultimate fate is still unknown.

The contract involved was very casually made, altho it covered many thousands of bushels of grain. It was an oral contract and probably each of the parties expected it would be completely performed within a few weeks, and had it been no loss would have resulted. But it strung along for eighteen months or so, and then because of Mr. Folger's insolvency sharp differences in its construction arose, which would have been obviated had its terms been endorsed on the weight tickets, which constituted the only writing. The trial court permitted the jury to determine and to construe the contract—while if it had been in writing that duty would have devolved upon the court, where most businessmen prefer to see such responsibility rest.

Mr. Folger lost all he had in his failure. He had no money with which to make a defense nor to prosecute an appeal. But because some Iowa dealers, in following a similar custom, are in a way "tarred with the same stick," your Ass'n officials thought a judicial determination of such custom would be advantageous, and in order to obtain it started a subscription to

which many of you subscribed something over \$375 to help defray the expense of an appeal. A small sum, but I believe it will yet be the means of keeping Mr. Folger, now seventy years of age, from the penitentiary.

The rights of an elevator are clearly defined when the contract it enters into is definite and certain. But when you depend upon an oral contract, or a contract which must be implied from the general conduct of the business, its terms are apt to be modified by a lapse of memory, a loss of conscience, or the general ravages of time. Of course an oral contract, or an implied contract, is as effective as a written contract when proven, but difficulties arise in its proof. In this automobile age it is better to ride into court on a written instrument, than to be carried in on an implied crutch.

The practice among elevator operators of accepting deliveries with the understanding that payment will be made at the market price on demand, with no obligation to return the grain so delivered, and to treat grain so delivered as its own, is not wholly dependent, as many think, upon the custom to do so which is so generally followed. Rather the custom has grown up because under the common law it always has been their legal right to do so, and such right continued until changed by statutory enactment. Such change has been made in many of the western states, including Minnesota, North and South Dakota, but no such change has ever been made in Iowa and the common law rule is still followed here.

The grain business of the ordinary country elevator is

Divided Into Three Heads.

It is either:

(1) A straight purchase, under which the property right in the grain delivery passes to the elevator for which it pays an agreed price.

(2) An "irregular deposit," or "loan for consumption" (called *mutuum* in the Roman law), under which the owner delivers grain to an elevator to be returned in kind or paid for in money at the option of the elevator. In such case the property rights pass to the elevator, and the relationship of debtor and creditor is established, similar to the relationship established when a man makes a deposit in a bank. The sole obligation of the elevator in such a case is to pay the market value of the grain delivered in accordance with his agreement, or to deliver back a like amount of grain of the same grade and kind.

(3) A "regular deposit," or "loan for use" (called *commodatum* in the Roman law) under which the "specific property is to be returned." The property rights remain in the depositor and the elevator becomes a bailee and the depositor a bailor. An ordinary contract of storage would be so classified. The elevator is bound to bestow on such stored grain not merely ordinary, but the greatest care, and is responsible for the slightest neglect of its own or the duty of its employees.

Little confusion arises over the operations of an elevator under the first heading, which involves the bulk of the elevator business done in Iowa, but it is sometimes difficult to determine whether a particular transaction is an "irregular deposit," amounting to a sale, under the second heading, or a "regular deposit," amounting to a bailment, under the third heading.

Principles remain the same, but our courts under changing circumstances have found it necessary to invoke the "rule of reason" by which to construe obligations and thus escape the strict "letter of the law"; and as new conditions arise new statutes are enacted which, within their jurisdiction, supplant the former law, or the principles enunciated by the common law.

The rights of elevators. In Iowa some of their rights and obligations are governed by principles established by the common law, but most of their rights as warehousemen, and all of their rights in issuing warehouse receipts, are governed by statute. In Minnesota, South Dakota and North Dakota, and in many other western states, elevators are classified as public utilities and all of their rights and obligations are strictly defined by statute. The common law is the same in all the states, but statutes differ, and these differences, with a mingling population, tend to create a misapprehension and misunderstanding of the rules in force in a particular state.

The Rule of Common Law.

The common law rule, still in force in Iowa, with regard to the rights of an elevator when grain is delivered and not paid for can be thus stated:

"Where grain is received by a dealer, under

a contract, either express or implied, to pay the person delivering it the market price whenever he chooses to demand it, and such grain is mixed with others of like quality in bins from which shipments are being made as the dealer desires, there being no understanding that the owner shall have the right to demand either his own or a like quantity of other grain in return, the dealer becomes the owner of the grain and is liable to pay for it whenever called upon. It is an "irregular deposit," and the contract from the beginning furnishes the criterion by which the price is to be fixed."

But when the owner retains the right from the beginning to elect whether he will demand the redelivery of his property or other of like quality and grade, the contract will be construed to be one of bailment. It is a "regular deposit."

In other words, if the owner surrenders to the dealer the right of election, it will be construed a sale, with an option on the part of the dealer to pay either in money or property as stipulated.

Our court in *Johnston v. Browne*, 37 Iowa 200, has recognized the rule as above stated and quotes with approval the following language:

"The distinction between an obligation to restore the specific thing received, or of returning others of equal value, is the distinction between a bailment and a sale."

In order to meet "the exigencies of commerce," our court later in *Sexton v. Graham*, 53 Iowa 181, modified the above rule somewhat. In that case the court recognized the impracticability of country elevators storing grain in separate bins, and their practice to store grain of the same kind and grade in mass, and to add to the mass and take therefrom as necessities arose. And the court there held that holders of warehouse receipts were tenants in common of the common mass mingled in the elevator, and that such interest in the grain in mass was equivalent to an interest in the "specific thing received," and did not destroy the bailment. That holding did not abrogate the common law rule as above stated, and that common law rule was often a refuge for the farmer when a fire or tornado occurred which injured grain delivered under contracts specified as "storage," but on which settlement was to be made by the elevator paying the market value on demand.

Under such conditions deliverers were ready to admit that they knew the elevator was shipping their grain and handling it as their own, and had a right to do so, and on the principle stated claimed the contract was a sale, and that they were creditors, and that they were entitled to the reasonable value of the property delivered, and that the loss should fall on the elevator.

But fires and tornados do not always occur, and conditions are not always prosperous. During some lean years in the seventies there were a number of insolvencies amongst elevator men; some in falling circumstances in an endeavor to "ride the tide" mortgaged or assigned the grain in their elevators, and being unable to pay their obligations when demanded later, controversies arose between depositors and the assignees and mortgagees. Then if the deposits were proven to be "irregular deposits," the property rights having passed to the elevator, the courts held the elevator had a right to sell, assign or mortgage, and the depositors found themselves unsecured. But if the deposits were shown to be bailments, the rights of the depositor were not affected by the mortgage or assignment. It was these elevator insolvencies in some of the western states that resulted in statutory regulation of such practices—a change that has not been made in Iowa.

The right of an elevator to sell so-called stored grain delivered to it under an agreement whereby the elevator was to pay the market value on demand, was recognized by the United States Circuit Court in a Minnesota case, *Rahilly v. Wilson*, 3 Dillon 420, where the court said:

"I may add, that I am entirely satisfied, in view of the mode of conducting business at the grain elevators, as shown in the testimony, that the foregoing is a sound view of the relation between the grain depositor and the proprietor of the elevator, and that legislation to protect the farmer against the insolvency of the elevator would appear to be called for."

Largely as the result of that opinion, rendered about 1873, the legislature of Minnesota enacted a statute in 1876, in the nature of a police regulation, which declared "irregular deposits" to be bailments, which at common law would have been sales. Similar statutes were thereafter enacted in North Dakota, South Dakota, and other western states. But the common law rule remains in force in Iowa today.

Of course even under the common law an elevator has a right to enter into a contract of storage, and to issue warehouse receipts, and elevators in Iowa can do so in accordance with the present statutory regulations. But it is obligatory on elevators in many of the western states, to accept grain for storage, while it is optional with elevators in Iowa.

Issuance of Warehouse Receipts

The issuance of warehouse receipts for stored grain is largely governed by the Uniform Warehouse Receipts Act, which is in force in Iowa, Minnesota, Nebraska, South Dakota, Missouri, and most of the states.

This act gives all persons engaged in owning and dealing in grains and other farm products the right to accept grain for storage and to issue warehouse receipts against the same, and regulate the issuance of such receipts and the terms and conditions thereof, the negotiation transfer of the receipts, and provides for penalties in case of a breach of duty.

In addition, the 1924 Code of Iowa, Chapter 426, provides for the bonding of warehouses for agricultural products, should they so desire, treats such warehouses as public utilities, and gives to the Board of Railroad Commissioners general supervision over them with power to make such rules and regulations as they may deem necessary. Authorizes any elevator to apply to the commission for a license, for the term of one year, for the conduct of a warehouse in accordance with the rules and regulations laid down; provides that any warehouse applying for a license shall execute and file with the commissioners a bond for the faithful performance of their obligations as a warehouseman, which bond shall be in such form and amount as the commission may prescribe, and on the approval of which a license is issued which permits such warehouse to be designated as a "bonded warehouse."

The privilege to use that term and the resulting benefit, if any, is the only advantage accruing to the elevator. The law requires such a warehouse to receive for storage, so long as its capacity permits, any agricultural product of the kind customarily stored therein, which may be tendered in a suitable condition without making any discrimination.

Any person depositing agricultural products for storage in such bonded warehouse is deemed to have deposited it subject to the terms of the chapter and the rules and regulations prescribed by the commission, and if authorized by the agreement or custom the warehouseman may mingle grains of the same kind and grade without affecting the bailment.

The inspection and grading of such grain is supervised, and the warehouseman is authorized to issue the statutory warehouse receipt therefor, and is required to deliver up such stored goods on demand. His books, records and accounts, and the goods stored, are subject to inspection and examination, and regular reports must be made, and a penalty is provided for a breach of any of the duties imposed on the warehouseman.

Whether it is worth while for the ordinary country elevator, of limited capacity, to enter the bonded warehouse business, is a question for each individual elevator to decide.

After the adoption of the foregoing our Iowa Code, Chapter 427, provided for "unbonded warehouses," the purpose of which is to permit a farmer, under certain regulations, to store grain on his own farm, requires the inspection and grading of such grain, and the sealing of the same, and gives the farmer owner the right to issue certificates against such stored grain for the purpose of obtaining credit. The holder of the certificate can demand the grain at any time. Similar statutes have been enacted in other states.

Because of his privilege, and the credit the possession of the grain entitles the farmer to, it is difficult to see why he should insist on an elevator accepting grain for storage, and how it would benefit an elevator to accept deferred payment deliveries unless it can do so upon its own terms, that it may handle the grain delivered as a bank handles its deposits. If an elevator avails itself under the common law of the privilege herein suggested, the transaction would be designated an "irregular deposit," and the farmer would take a chance with the elevator of a rise or fall in price, and his only risk would be the insolvency of the elevator—the same risk he takes when he makes a deposit in a bank.

Specific Statutes of Western States

Surrounding states have abrogated the common law rule above referred to by specific statutes, and it may be of interest to refer to them briefly in order to call attention to some of the different provisions in the different states.

In most of the western states the ordinary country elevators, along with terminal warehouses, are classified as public utilities and as such are as strictly regulated and supervised as the railroad, express, telephone, telegraph, electric light companies and our bonded warehouses. Their supervision is delegated to the Board of Railroad Commissioners, who prescribe when they shall keep open for business, and how they shall conduct their business, the records they shall keep, and the reports they must make, and they are subject to regular inspections like other public utilities and banks.

In such states before an elevator can transact any business it must procure a license, and

before it can do any storage or warehouse business it must give a bond.

In Minnesota the license fee is \$5.00. If the elevator prefers not to do any storage business it does not give a bond but is licensed as "An Unbonded Warehouse," and must post in a conspicuous place a large placard provided by the Commission, which states:

"This elevator is an unbonded warehouse and is only licensed to do a general grain business. Not having provided a bond for the protection of warehouse receipt holders, it is not permitted to accept any grain for storage and all grain received must be settled for on delivery or not later than the close of the business day."

If the Minnesota elevator desires to do a storage business it must give bond in a sum fixed by the commission which in no case can be less than \$1,000.00. All grain delivered is considered sold at the time of delivery unless arrangements shall have been made prior to or at the time of delivery to apply it on contract, for shipment or for storage.

Upon delivery of each load a uniform scale ticket must be issued. Such tickets must be bound in books, in duplicate, numbered consecutively, and one copy is given to the person from whom the grain is received and the other must remain in the book subject to inspection. Each ticket must be signed, and show the name of the party from whom the grain was received, and the kind and grade received, and whether sold or stored, and if sold the price, and if stored the number of the storage receipt issued therefor. Such ticket is not negotiable. Similar tickets are required to be issued in all states regulating all the grain business.

In North Dakota the license fee is based upon the capacity of the elevator and ranges from \$8 to \$25.

Every elevator which does not pay in advance for all grain bought must procure a bond of not less than \$5,000, which bond must be increased whenever necessary to protect warehouse receipt holders. A uniform scale ticket, similar to that used in Minnesota, must be given for each load delivered, and each scale ticket must be converted into either a cash or storage ticket by the close of each day's business.

In South Dakota the license fee is \$1.00. Any grain which is received and not purchased and paid for within two days from and after the same has been delivered is construed to be stored grain. And before any elevator is permitted to accept grain for storage it must file a bond. If the capacity of the elevator does not exceed 10,000 bus, the amount of the bond is \$5,000, with \$3,000 added for each 10,000 bus. additional capacity or fraction thereof. Regular monthly reports must be made upon prescribed forms to the commission showing the number of bushels that such elevator has in storage, together with the price per bushel such warehouse is offered for grain of like grain and kind, together with the total value of all outstanding storage receipts, and when the value of such stored grain exceeds the amount of the bond given, it is the duty of the elevator to furnish an additional bond.

In Iowa and Minnesota every bonded elevator must accept for storage all grain tendered, in fit condition, so long as the capacity of the elevator will permit, without discrimination of any kind, while in North Dakota and South Dakota every such elevator must receive, forward and store all property offered for such purpose, without discrimination, so long as its capacity will permit or it can obtain cars for forwarding same to a terminal point. In those states delivery can be made either at the point received or at a terminal point, and elevators may have warehouse receipts outstanding far in excess of the capacity of their elevators.

The rates for storage vary, and are subject to the control of the commission in each state, unless fixed by statute, as in North Dakota, and they cannot be increased during the fiscal year, which is generally from August 1st to August 1st.

In Minnesota the maximum charge for receiving, insuring, handling and storing fifteen days or a part thereof, is $\frac{1}{2}$ ¢ per bushel. Storage after the first fifteen days is $\frac{1}{30}$ ¢ per day for the balance of the stored period. If grain is cleaned at the request of the owner the charge is 2¢ per bushel. For the delivery of such grain a further charge is made:

4¢ per bushel for flax.
3¢ per bushel for wheat and rye.
2¢ per bushel for all other grain.

In South Dakota the charge for receiving, handling, insuring and delivering is:
4¢ per bushel for flax.
 $\frac{3}{4}$ ¢ per bushel for wheat.
3¢ per bushel for corn, oats, and other coarse grain.

And the rate of storage from date of receipt is $\frac{1}{30}$ ¢ per bushel for each day thereafter. If cleaned at owner's request, $\frac{1}{2}$ ¢ extra per bushel.

In North Dakota the charge is fixed by statute as follows:

For receiving, elevating, insuring, and de-

livery, and twenty days' storage, 2¢ per bushel; storage after the first twenty days $\frac{1}{2}$ ¢ per bushel for each fifteen days or fraction thereof, and not exceeding 5¢ per bushel for the first six months.

Although the warehouse business in those states is strictly supervised and elevators are compelled to keep detailed books of account showing the gross bushels of grain handled, and all dockages and the net, and the storage rate charged, and the price paid, and penalties are provided for discrimination or a violation, charges have been made that the rates quoted have been evaded both in the letter and the spirit by charging the holder of the warehouse receipt with the amount of the accumulated storage and compensating him by paying a higher price for his grain, or by remitting a part of the storage charges. And elevators complain also of the risk or hazard due to overgrading and to shrinkage between the local weight when delivered and the terminal weights after shipment. In the Dakotas, largely due to pooling operations, the practice of storing is apparently increasing, with some elevators fighting it and others fighting for it.

Freedom of Unbonded Elevators.

Elevators in Iowa which have not voluntarily become "bonded warehouses" have a freedom of conduct which is denied to operators in those three states. The Iowa elevators which have not become bonded warehouses may, if they so desire, issue warehouse receipts, or they can refuse to do so; they can accept deliveries for deferred payment, or they can refuse to do so. Such freedom, if it is to continue, must be jealously guarded; it is not likely to be restricted unless its privileges are abused. If you make your contract with your customers explicit, no just complaint can be made of them.

If your customer insists on making delivery and desires to defer the date of payment to a date to be fixed by him, at which time he is to have the market price, you have a right, if you so desire, to enter into such a contract with him, either orally or by writing, and the transaction is a sale, and you become indebted for such market price, and can handle the grain as your own.

If the contract is written it cannot later be impeached, but if it is oral, its terms can later be denied, and a question of fact would then arise for a jury to determine, and the jury probably would be composed largely of farmers—who rather enjoy getting the better of an elevatorman.

To protect yourself against loss of memory or of conscience on the part of your customer, if you want the privilege without question of handling all grain delivered to you as your own, where your customer insists on delivering grain on such deferred payment plan you can establish your contract by printing the terms of it on your weight tickets, or imprinting them thereon with a rubber stamp. Such ticket, when accepted, would constitute the contract. The words added to the ticket would be substantially as follows:

"Loss by fire, heat and the elements at elevator's risk. Elevator reserves the privilege, until settled for, of shipping said grain and returning grain of equal test and value but not the identical grain, or of paying the reasonable market value of such grain on demand, at its option. In either event, a reasonable charge will be made if settlement is not made within (30) days."

Or such a time as you care to insert.

In such a case the status of a farmer delivering grain would be the same as if he had made a deposit in a bank, the relationship would be that of debtor and creditor and although you had not paid for the grain you could handle it as your own.

The relationship of debtor and creditor does not depend solely upon an express contract. It can also arise if you can prove an implied contract or an understanding from the general course of dealings between the parties that such is the only obligation that the elevator incurs.

The common law principles still in force in Iowa, and the practice recommended in accord with them, have not been affected by the Folger case. In that case the contract was not in writing but oral, and the court left it for the jury to determine, and the jury found, in effect, for the farmer.

You do not want your contracts submitted to a jury for its determination and construction. To escape such a possibility its terms should be written out either on a separate sheet or on your weight ticket, and should be adhered to.

Of course you can refuse to accept grain tendered you on the deferred payment plan. But if you desire or think you have to accommodate a customer, it is your privilege to do so on your own terms or not at all. If you wish to do a warehouse business, you must use the form of warehouse receipt provided by statute. But if you do not desire to do any

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Grain Carriers

J. H. Henderson, for 16 years commerce counsel of the Iowa State Railroad Commission, has retired.

Regional Shippers' Advisory Board meetings coming the next two weeks include the Mid-West at Green Bay, Wis., on July 13; and the Northwest at Valley City, No. Dak., on July 26.

The Pennsylvania railroad is now handling bulk grain by direct line thru New York harbor since the grain handling machinery and facilities at Greenville, N. J., are completed and approved.

Class 1 railroads on June 15 had 145,183 surplus box cars in good repair and immediately available for service. This was an increase of 4,065 cars compared with June 8, at which time there were 141,118 cars.

Effective Aug. 1 the Western Trunk Lines will take an allowance of 55 pounds per door for grain doors when track-scaling grain and seeds, by adding that weight to the tare weight of the car, according to Supplement No. 43 to Circular No. 1-S.

Louisville, Ky.—The I. C. C. has postponed indefinitely the grain rate hearing that was scheduled to be held here June 22. It is understood a change in rates will be effective from Ohio river points to destinations in Tennessee, Mississippi and Louisiana.

Philadelphia, Pa.—The Commercial Exchange has adopted the following amendment to its rules: If a steamer is ordered to proceed from first loading berth the cost of towing and running lines for the first shift shall be for the account of the steamer. All additional shifts shall be borne by the charterers.

Walla Walla, Wash.—The Walla Walla Chamber of Commerce is seeking reversal of the order permitting 10 per cent differential on wheat to Tidewater via water level, viz., down the Columbia River to Portland. Petitions for the rehearing are now being drawn up, to be presented the Interstate Commerce Commission next month.

Locomotives placed in service in the first five months of 1927 totaled 782, of which 148 were installed in May. In the first five months last year, the railroads placed in service 922 locomotives. Locomotives on order on June 1 this year numbered 291 compared with 612 on June 1 last year. These figures include new and leased equipment.

Buffalo, N. Y.—Charters have been made to move wheat from here to tidewater as low as 2½¢, according to operators of barge canal craft. Under ordinary conditions barge canal rates average about 6¢ a bu. It is now possible to move grain by water from the head of the lakes to seaboard for approximately 5¢, including Buffalo elevating charges.

Casper, Wyo.—The fifth annual meeting of the Central Western Shippers Advisory Board was held here June 24. The Board's forecast of traffic, as measured in carload shipments, for the third quarter this year, as compared with the third quarter a year ago, showed increases as follows: Colorado, 6%; Idaho, 6-7%; Nebraska, 2-9%; Utah, 3-5%; and Wyoming, 2%.

Twin Falls, Ida.—The Union Pacific's proposed westbound wheat-rate reduction destined to San Francisco via the Rogerson-Wells cutoff from this district is destined to upset movement routings. The present rate via the cutoff is 50¢ (via Ogden, Utah, 52¢), while the proposed rate (effective Aug. 1) is 42¢ cwt. A rate to Portland, Ore., only one-cent under that to San Francisco, is also proposed.

New freight cars placed in service in the first five months this year by the railroad of the United States totaled 30,251, a decrease of 12,049 cars compared with the number placed in service during the corresponding period last year. Of the above figure, 4,889 were box cars. On June 1 the railroads this year had 23,949 freight cars on order compared with 44,628 on the same date last year. These figures include new and leased equipment.

Loadings of grain and grain products for week ending June 18 totaled 38,566 cars, an increase of 440 cars over the corresponding week in 1926 and 3,141 cars above the corresponding period in 1925. In the Western districts alone, grain and grain products loadings totaled 24,612 cars, an increase of 1,497 cars above the corresponding week last year. Loadings the past four weeks were: June 11, 40,806 cars; June 4, 36,418 cars; May 28, 39,604 cars, and May 21, 38,266 cars.

Application will be made to the Interstate Commerce Commission for the operation by the Great Northern Pacific Co. under lease and stock ownership of the Northern Pacific, the Great Northern, and the Spokane, Portland & Seattle Railroads. The system will extend from Duluth to Seattle and Portland. Altho controlled by stock ownership the C., B. & Q. will not be included, but will give controlled connections from Chicago to Fort Worth, Dallas and Houston, Tex., and a total mileage of 27,000.

Western Lines Ready for Crop Movement.

The railroads in the Middle West are in the best condition to handle this year's crop movement ever reported, according to the Car Service Division of the American Railway Association.

Not only have they a greater number of grain cars, built especially to handle that class of traffic, in storage on their home roads, at the present time, but their locomotives and other facilities are also in better condition to meet the anticipated increased traffic.

On June 28, over 50,000 box cars were in storage for grain loading on various roads in the winter and spring wheat territory compared with approximately 38,000 a year ago. At the same time there were ten per cent fewer Western owned box cars on Eastern and South-eastern roads than at this time one year ago. Under standing rules of the Car Service Division, the Eastern and Southeastern roads are constantly returning the Western owned box cars to their home lines as rapidly as possible, with the result that approximately 750 empty box cars are passing westward thru Chicago and St. Louis daily.

Need for Heavier Loading of Cars.

"Special efforts," said a letter sent by L. M. Betts, Manager, Closed Car Section of the Car Service Division, to the officers and members of the various Shippers' Regional Advisory Boards thruout the country, "should be made by all roads during this season to secure full efficiency in the use of box cars. Last year thousands of box cars were loaded out of the Western territory, particularly with flour and other mill products, carrying only fifty or sixty per cent of fair loading capacity. The circumstances in many of these cases indicate that it was due not so much to insistence on the part of receivers for minimum loads, but to routine handling on the part of shippers who had not been impressed with the importance of heavy loading."

Grain shippers must not forget that heavily loaded cars are more likely to spring a leak and need more careful cooping. If any box car is loaded to within less than 24 inches of the roof, grain samplers will report it as "too full to draw a fair average sample of car's contents," and, if graded, it be subject to change when unloaded.

Grain Men Meet at Sidney.

More than 200 delegates representing grain dealers and elevator operators of Nebraska and Colorado wheat growing district met at Sidney, Neb., June 26 for the semi-annual meeting of the Colorado Grain Dealers Ass'n. The meeting was held at the country club.

The Nebraska-Colorado Grain Co., of which L. G. Lower of Sidney is pres., entertained the visitors. While the occasion was primarily scheduled as an outing, it presented an opportunity among the grain dealers of the territory to patch up any differences and to develop a more friendly spirit of co-operation between shippers and buyers.

A temporary program was drawn up to facilitate the handling of the bumper crops that are predicted for Nebraska and Colorado wheat districts this year, in which the so-called "cutthroat" methods of handling grain will be eliminated.

A trout dinner, entertainment, golfing and a visit to the Cheyenne county wheat fields were features of the meet.

Shipping First Half '27 Above Average.

Shipments of grain and grain products for the first twenty-five weeks of 1927, from Jan. 1 to June 18, inclusive, compared with the corresponding periods of 1926, 1925, 1924 and 1923, were: 1,022,031, 1,018,452, 988,698, 1,039,869 and 983,660 carloads.

Transportation companies of this country lose over \$50,000,000 annually in claims on merchandise lost or damaged, according to a survey conducted by T. E. Lyons, chairman of the Commerce Department's Domestic Packing Advisory Board. The survey further shows that nearly 5,000,000,000 containers of various descriptions are used yearly to carry to the numberless commodities that need their protection in transit. The Board puts out bulletins showing the best types of containers for all purposes.

I. C. C. Activities.

In I. & S. No. 2864 the Commission has found not justified the proposed increases in grain rates from Sioux City group points and Santa Fe stations in Kansas, on the one hand, and stations on the Santa Fe in Kansas, Oklahoma and Colorado, on the other.

Flour rates differentially higher than those prescribed by it or which will be permitted by the Commission is the complaint by the Ogden Grain Exchange in No. 16230. To the Imperial Valley and Arizona the flour rates may be 7 cents in excess of the wheat rate.

Lynchburg, Va.—The traffic bureau of the Chamber of Commerce has filed a complaint against the New York Central et al., alleging unreasonable rates and charges on linseed meal feed from Buffalo, N. Y., to Lynchburg. Asks cease and desist order and reparation.

Ogden, Utah.—The I. C. C. has modified its decision of May 28 regarding reduction of wheat and flour rates to interior California and Arizona points by re-establishing the 7¢ differential between flour and wheat. This differential has been placed on request of both the Grain Exchange and the railroads.

In 15026 the Commission has ordered establishment of reasonable joint thru rates on grain and products from points in Oklahoma to Louisiana on complaint by the Oklahoma Millers League. The new rates are to be a combination into and out of Memphis to Southeastern and Carolina territory and effective not later than Sept. 26.

Dismissal of the complaint by the Chas. A. Krause Milling Co., Milwaukee, has been recommended by Examiner Carter on a finding that the Commission has no power to require the B. & O. et al. to establish rates from Chicago with transit at Milwaukee to destination in Eastern trunk line and New England territories, the same as the reshipping rates from Chicago and Milwaukee to the same territory. The objection of the defendants was that the carriers east of Chicago would be short-hauled.

Forty-Fifth Annual American Seed Trade Ass'n Draws Record Crowd.

The forty-fifth annual meeting of the American Seed Trade Ass'n, staged in Detroit on June 28, 29 and 30, drew the largest attendance on record, with a registration of well over half a thousand.

JOHN C. LEONARD, Chicago, President, called the first business session to order at 2:45 Tuesday, welcoming delegates and guests, there being three other organizations meeting in joint sessions with the American Seed Trade Ass'n; viz., the Wholesale Grass Seed Dealers Ass'n (now the Farm Seed Ass'n of North America), the Official Analysts, and the Commercial Analysts.

JOHN C. LEONARD gave his President's address.

C. E. KENDEL, Cleveland, Sec'y, delivered a very stimulating report of his office, and that of treasurer. A total membership of 238 was reported. Group meetings were announced for the evening.

W. L. OSWALD, Chicago, addressed the assembly on "Twenty Years' Experience with Seed Laws."

L. L. OLDS, Madison, Wis., submitted the preliminary report of the Membership Com'ite, giving ten applicants' names.

A. L. STONE, Madison, Wis., Sec'y of the Official Seed Analysts, spoke on "Seed Laws and the Seed Analyst."

Executive Session Wednesday Morning.

PRES. LEONARD called the Wednesday morning executive session to order at 10:30, at which time ballots were cast on membership applicants.

LEONARD CONDON, Rockford, Ill., reported on the accomplishments of the Friendly Relations Com'ite, which com'ite was charged with working out plans whereby the industry might co-operate more fully with agricultural scientists of the state and federal departments of agriculture.

DR. WOODBURY, Director Research Division National Canners Ass'n, elucidated on the need for further research and the financial support of the government through the Department of Agriculture.

Thursday Morning Session.

PRES. LEONARD called the concluding business session to order at 10:45 Thursday morning.

L. L. OLDS, Madison, Wis., Chairman of the Membership Com'ite, presented the following applications for membership, all of whom were honored: Pacific States Seedsmen's Ass'n, San Francisco, Calif.; Morrow Seed Co., Ltd., Port Hope, Ontario; Mel L. Webster Co., Independence, Ia.; Aabling Seed Farms, Mt. Vernon, Wash.

H. G. HASTINGS, Atlanta, Ga., presented the following resolutions in reporting for the Postal Laws Com'ite:

Whereas, Fungus and bacterial diseases of plants and insect pests are prevalent in all parts of the United States, causing economic losses each year totaling many hundred millions of dollars; and

Whereas, Farmers can only obtain economic poisons, insecticides and disinfectants by express or freight, neither of which is a satisfactory or convenient method of delivery, and result in high transportation charges for small amounts of these materials; therefore, be it

Resolved, That the American Seed Trade Ass'n petition the Postmaster General and the Congress of the United States to open the mails to economic poisons, insecticides and fungicides, under such rules and regulations as will guard such articles from causing damages to other mailable merchandise.

Whereas, The mailing of the catalogs by which horticultural tradesmen do most of their business has for more than fifty years been unchanged from the inconvenient and unfair ounce-jump basis, save as additional expense and inconvenience have been added; now, therefore, be it

Resolved, That we urge upon the Postmaster General the fairness and economy both to the Post Office Department and to the business pub-

lic of proposing to the next Congress the establishment of an equitable pound rate for mailing catalogs in bulk without stamps affixed, such rate not to exceed the present rate on catalogs mailed individually.

Mr. Hastings asked that the convention adopt in principle a resolution deprecating the practice of giving plants, seeds and bulbs as premiums on subscriptions to agricultural publications. This resolution was passed last year by the Southern Seedsmen's Ass'n and recommended for adoption by the Mail Order Group. The resolution was adopted.

EUGENE FUNK, Bloomington, Ill., reporting for the com'ite on the recommendation contained in the President's address, recommended the following:

CREDIT TERMS: The com'ite recommends that the incoming president be instructed to appoint a special committee of five, made up from various groups of the seed trade, to consider the matter of credits from all angles and report at our next annual meeting. This is, we feel, a very important subject, affecting every member of our association, and some sort of a comprehensive credit system should be agreed upon by our members in view of the fact that practically all other lines of endeavor have some sort of a general working rule by which they conduct their credit accounts.

GROUP MEETINGS: Your com'ite concurs with President Leonard's recommendation and considers it advisable to continue the group meetings.

SECY KENDEL mentioned the proposed appointment of a tariff com'ite to co-operate with the Wholesale Grass Seed Dealers Ass'n (now the Farm Seed Ass'n of North America) for the promotion of a more favorable seeds classification under commodity rates. A com'ite was also appointed charged with the investigation of effect of cold storage on seeds.

CHARLES BOYLES, Chicago, presented the report of the Legislative Com'ite.

CURTIS NYE SMITH, Counsel, offered the following recommendations:

"Approve amendments to Uniform State Seed Bill relative to agricultural seeds proposed by Official Seed Analysts' Association.

"Reprint Uniform State Seed Bill (500 copies) under direction of counsel.

"Appointment of a committee of three on International Trading.

"Appointment of a com'ite to investigate and report on a code of trade rules and form contracts for this ass'n.

"That the committee on patents make a report of a nature to clarify and establish rights and obligations of seedsmen in respect to copyrights, trade marks, trade names and patents."

KIRBY WHITE, Detroit, presented the following resolution, which was unanimously adopted:

Resolved, That we heartily commend the general effort on the part of agricultural organizations throughout the country to restore to the United States Department of Agriculture its original function of research in pure science.

OFFICERS ELECTED are: Leonard Condon, Rockford, Ill., president.

L. B. Reuter, of New Orleans, is first vice-president.

Waldo Rohnert, Gilroy, California, second vice-president.

C. E. Kendel was elected sec'y-treas. and Alexander Forbes, Jr., assistant-sec'y.

Suggestions for Changes in Federal Tax System Wanted

An appeal to business organizations in the United States to cooperate with the Congressional Joint Tax Committee in the involved task of overhauling and perfecting the federal tax system was made July 8 by the Chamber of Commerce of the United States in a communication sent to its 1,500 member organizations.

"The existing system," it adds, "is essentially a war product and the revisions since the close of hostilities have been made in a more or less haphazard manner as existing circumstances might determine, and little provision has heretofore been made for securing the opinion of

the most vitally interested section of the public—the taxpayers. The present situation, however, is quite different. The Congressional Joint Tax Committee is a continuing body and is very anxious to secure criticisms, comments and constructive suggestions from the taxpayers."

Seeds

Spartanburg, Ga.—A \$10,000 fire loss was recently sustained by C. L. Cannon & Bros., seed and feed dealers.

The Business Manager of the Farm Seed Ass'n of North America will not be appointed until late in the fall.—C. K. Jones, sec'y, Baltimore, Md.

Oakland, Cal. — Additional mechanical equipment is being added to the grass and field seed cleaning plant operated by the Mercantile & Warehouse Co.

A new variety of wheat has been developed in Minburn, Alta. Its vital quality is its drought resistant strength. It has been registered at Ottawa as Vermillion.

Mount Vernon, Wash.—A 50x47 ft. seed storage warehouse will be constructed here for the J. M. Lupton & Sons Co. of Mattituck, N. Y. The expenditure for the two-story structure is estimated at \$2,500.

The French government is expected to pass a law requiring the staining of all Italian red clover seed imported into France. On the exhaustion of present stocks of Italian seed further blending thereof with French seed will be impossible.

Paris, Ky.—Woodford, Edward F. and Charles S. Spears have incorporated the Kentucky Bluegrass Seed Warehouse & Storage Co. for \$5,000. This is not to be confused with the incorporation of the Kentucky Bluegrass Seed Co. of Lexington, Ky., announced in the last number.

Mt. Sterling, Ky.—Joe Nageotte, county agent here, claims to have a large, green, flat soy bean, which is destined to replace the lima or butter bean. It is a bush variety, is more nutritious, matures all at one time, etc. A supply is offered gratis to interested parties who will plant them and report results.

Kansas City, Mo.—The Andrews-Burri Seed Co. has been succeeded by the Midwest Seed Co. C. C. Andrews, W. C. Lesch and A. R. Watson, previously associated with the T. Lee Adams Seed Co., become active members of this new organization. Mr. A. L. Burri will take active charge of the grass and field seed end of the business.

Methods of developing Gopher Oats, a cereal originated by plant breeders at the University of Minnesota experiment station for use in such northern latitudes as Alaska, Eslof, Sweden and Silesia, Germany, will be shown those who attend the Field Crops day at the University of Minnesota farm July 12. Nearly 30 new varieties of grains have been originated at the farm.

To determine how much legumes increase the yields of succeeding grain crops the Ohio Experiment Station conducted a number of trials. For 9 years the yields from a 3-year rotation of corn, oats and legumes have been measured on a soil known as a heavy phase of Brookston clay. Where red clover was grown the average annual increase of four crops of corn was 11 bus. per acre compared to corn grown without a legume in the rotation of corn and oats. Where sweet clover was grown the increase was 18.1 bus. per acre; where mammoth clover was grown the increase was 7.3 bus. per acre. The influence on the oat yield for medium red clover was 2.6 bus. per acre increase for 4 crops; for sweet clover the increase was 9 bus.; for mammoth clover it was 3.9 bus.

Southern Seedsmen Blend Pleasure and Business.

The ninth annual convention of the Southern Seedsmen's Ass'n was as delightful a get-together as was ever held, the blend of pleasure and business being comparable only with that outstanding brand of hospitality for which the South is noted.

The morning business sessions of the three-day meet, which commenced June 23rd, were compact and pointed, permitting ample leisure for the four nights of revelry.

Delegates swarmed to Nashville from the four corners of the Southland, as they do every year, to guarantee the success of the convention. No one would intentionally miss this gathering. About one hundred attended.

H. M. KILGORE, Plant City, Fla., President, delivered a splendid résumé of activities of the organization the past twelfth-month, as well as making timely policy recommendations for the future. Some of his pointed remarks include:

The Price Cutter—To call the price cutter a criminal would be giving him a preferred place. I don't know of a seed price cutter in the United States that has made a success, and I have been observing them for eighteen years. Apparently he seems to move forward for a while, but sooner or later the sheriff or some creditor puts the proper sign on his door quite fitting for this type of business man. Think it over and see how many successes you can find among the professional price cutters. They all wind up out of business, out of money, and saddest of all, out of friends. The price cutter not only pulls down the standing of his goods; he pulls down himself, his competitors and the whole seed business. Any fool can give stuff away, but it takes a man to sell goods. Handle quality goods, get a fair margin of profit, stay on the job and you will make money.

Cost of Doing Business—How many seedsmen know the operating cost of their business? I venture to say the percentage that do not know the cost of operation are in the vast majority. Almost invariably the lack of this knowledge means failure in the final analysis. Surely it cannot mean other than unsuccessful operation, and frequently where this knowledge is lacking, in making up the cost price an operator thinks he is getting a profit when as a matter of fact he is taking a loss. Learn what it costs to do business, handle quality goods only, and put on the right margin that will mean a profit. Please do not misunderstand, I don't mean an exorbitant price, that would be robbery. I mean a price commensurate with the capital, risk, effort and ability involved. A seedsman can not make his prices intelligently unless he takes into consideration the various other costs of doing business, which most certainly can not be considered other than a part of the costs of the goods, just as much so, as the amount paid to the grower. Some years ago the American Seed Trade Ass'n invested several thousand dollars employing one of the very best accounting firms in America to work out a cost accounting system for the membership, and I believe this system is still available to any seedsman at nominal cost. Therefore, if you have not already a safe and practical cost accounting system, I urge you to lose no time in securing same through the sec'y of the American Ass'n. It may mean the preservation of your business.

Credit Bureau—I recommend that a credit bureau be established by this association. I understand that this can be operated through our secretary's office, in fact, he informed me that it can be done. This service available not alone to the membership of the Southern Seedsmen's Ass'n but to the membership of the American Seed Trade Ass'n as well. I suggest that this credit bureau become operative July 1, 1927, and that the membership furnish the sec'y with information in detail relative to members and non-members who are exceptionally slow in paying and those who will not pay at all. Also the individual or firm who places a bona fide order and refuses to accept the seed. This applies to all classes of retail seed business and especially to the trucker trade throughout the south Atlantic and gulf states. Loose credits not only hit the wholesaler and retailer, it also wrecks the planter.

In fact I believe it is a gross injustice to the farmer when credit is extended loosely and without any apparent judgment on the part of the retail seedsmen and fertilizer men, for many times a farmer will undertake to cultivate fifty acres when five acres is his maximum capacity, and not being in financial position to secure sufficient labor, and to give proper cultivation and harvest, more frequently the venture is a failure rather than a success. Loose and unwise credits are a waste and a detriment to any nation, and the basis for more failures than all other elements combined.

FRANK S. LOVE, New Orleans, La., sec'y,

tendered an optimistic summary of that and the office of treasurer.

M. COYLE SHEA, Memphis, Tenn., proved conclusively that direct-by-mail seed advertising is far more expensive than "paid advertising."

L. P. COHEN, Huntsville, Ala., reported for the Traffic Com'te, the outstanding accomplishment of which was a savings to members of the organization of one hundred and ten per cent in freight charges on cowpeas. Mr. Cohen recommended the appointment of a permanent standing Traffic Com'te, which suggestion was immediately accepted.

Friday Morning Session

PRES. KILGORE called the second business session to order Friday morning at ten.

H. E. HUMISTON, Chicago, presented convincing arguments on handling "Fertilizers as a Side-Line."

JOEL B. FORT, JR., managing director Federal Reserve Bank of Nashville, spoke on "The Business Man's Part with the Federal Reserve Bank."

DILLION T. STEVENS, St. Louis, Mo., gave a splendid talk, which will be published in full in a following number.

A. B. CONKEY, Cleveland, O., read a well-prepared address on the subject of "Poultry Supplies as a Side-Line," touching on the policy of "not how cheap, but how good," versus gyped feeds; insisting poultrymen get out of their hens what they put in them.

THE GRIEVANCE COM'ITE will hereafter be appointed by the President and shall consist of five members, according to an amendment to the by-laws introduced at this point.

The Com'ite is granted the power and charged with the duty of investigating any and all charges that may be brought against any member of fraudulent or unethical practice by either members of this organization, state or federal officials, or other individuals. When such charges are brought against a member, the chairman of the Grievance Com'ite shall require the complainant to submit the charges in writing and in reasonable detail.

The chairman shall furnish a copy of the complaint to the alleged offending member, and shall give him full opportunity to present his defense, written or orally, to the Grievance Com'ite. After fair and full investigation, the Grievance Com'ite shall make a written report of its findings to the president, with recommendation for exoneration, suspension or expulsion, and their reason therefor. All decisions of the Com'ite to be by a majority vote.

Before the president makes announcement of the decision of the Grievance Com'ite on any complaint brought before it, he shall submit the report to the Grievance Com'ite, and no action shall be taken by the president in announcing either exoneration, suspension or expulsion of a member until same has the approval of a majority of the Executive Com'ite.

The Grievance Com'ite shall be further empowered to receive complaints from members regarding unethical practices or unfair dealings on the part of non-member companies or individuals, whether seedsmen or suppliers to the seed trade.

Upon receipt of such complaint in proper written form, the Grievance Com'ite shall act upon the complaint in the same manner as prescribed for handling complaints against member companies, except that in cases where the individual or company complained of shall be found guilty of acts or practices as charged, the Grievance Com'ite will report its findings, together with a copy of the charges, to the entire membership of the Ass'n.

Saturday Morning Session.

Saturday morning was turned over to Com'ite reports, the first of which was the report from the Com'ite appointed to act on President Kilgore's recommendations made in his address of that office, which follows:

We especially commend that portion of the address carrying information by states as to business conditions existing among membership, and suggest that this be made a regular feature incorporated either in the president's address or in a special report by the sec'y.

Our members should give most serious attention to the president's recommendations covering "Cost of Doing Business." It will be found that there is a direct relation between ignorance as to what are definite costs in the con-

duct of or transacting business and "price cutting." If the habitual price cutter could be brought to an understanding of costs and doing business, other than cost of the merchandise, he would soon cease to be a price cutter. Too much emphasis cannot be laid on the subject.

Supplemental to this and almost as important is the recommendation as to the extension of loose or unwise credits. It is becoming more and more a settled conviction among the generality of the trade that sales of seed to the market gardener on long time credit is unwise, a needless risk and as now conducted a very large and serious loss element to the seedsmen. While probably not feasible to stop all credit at once, it is the suggestion of your committee that cash transactions with this class of trade be put into effect as rapidly as possible. While our volume may decrease our credit losses will decrease even more.

Credit Bureau—We have considered at length the recommendation for the creation of a Credit Bureau within the Ass'n. While we approve of the general idea, it is apparent that a number of questions arise, including legal ones, as to operation and liabilities that this committee does not feel competent to pass on with the short time at our disposal. Our suggestion is that the incoming president be instructed to appoint a special com'ite of three to make a most careful investigation of all the questions involved and make definite recommendations to the next convention for such action as the Ass'n may see fit to take after such detailed investigations have been made by the special committee on Credit Bureau.

New Members—Bunton and Huber, Louisville, Ky.; H. L. Cofer and Co., Athens, Ga.; Sioux City Seed Co., Sioux City, Iowa; Lehman's Seed Store, Baton Rouge, La.; Snelson Seed Co., Athens, Ga.; John R. Watts and Son, Louisville, Ky.; Western Seed and Irrigation Co., Fremont, Nebr.; Fairley Seed and Feed Co., Orangeville, S. C.; Buxton White Seed Co., Elizabeth City, N. C.; Dobson-Hicks Seed Co., Nashville, Tenn.; Cherry Moss Grain Co., Union City, Tenn.

Officers for the ensuing year were elected as follows: Pres., D. M. Fort, Nashville, Tenn.; First Vice-Pres., Wm. B. Hall, Louisville, Ky.; Second Vice-Pres., A. Reid Venable, Richmond, Va.; Sec'y-Treas., F. S. Love, New Orleans, La.; Assistant Sec'y, A. W. Tibbitts, Chicago; Executive Com'ite, W. R. Hastings, M. P. Yopp, Grievance Com'ite, H. G. Hastings, Chairman; Dale Mayo, H. M. Kilgore, F. S. Love and W. P. Bunton.

W. E. BOWERS, Selma, Ala., concluded the program with a precise address on "Trade Ethics," which covered principally the selling of field seeds in retail quantities at wholesale prices to county agents, etc.

A Pittsburgh engineer of the Westinghouse company has invented a red paint which turns black at a temperature of 150 degrees F. The paint is for use near bearings and other parts of machinery which sometimes run hot to the detriment of equipment. As the metal cools down the black paint becomes red again.

Sudan vs. Johnson Grass.

Johnson grass has proven such a pest in the Southwest that extensive experiments for several years past have been devoted to control measures. Among the latest of these and one of the first to show signs of success is the planting of Sudan grass in the places where Johnson grass has taken root.

It is the long roots of the Johnson grass that make it a pest. Except for the roots, Sudan grass has practically the same characteristics. Even the most expert cannot distinguish between the seeds.

Experimentation has shown that the two plants will hybridize. This is what happens when Sudan is planted on soil infested with Johnson grass. The cross pollinization breeds the long roots from the Johnson grass and brings the plant under control within a few years.

It is questionable whether the Sudan will so deplete the land as to make this means of control too costly. The Southwest is anxiously awaiting the results of the present experiments.

Farm Seed Ass'n of North America Succeeds Grass Seed Dealers

Pres. E. F. CROSSLAND of Toronto, Ont., called the first session of the Wholesale Grass Seed Dealers Ass'n to order at 10 a. m., June 27, in the Book-Cadillac Hotel at Detroit, Mich., and delivered an address, which follows, in part:

President Crossland's Address

A practical solution has been found for continuing the work of the hard seed investigation at a comparatively small expense to our ass'n which, I think, will meet with the approval of and be welcomed by all our members.

Publicity—It was felt by quite a few of our members that the action taken last June in the disbandment of our publicity program was a grave mistake.

Our business interest will continue to be seriously affected by political action and public opinion and at times we shall have at our disposal a means of taking a firm stand on any controversial issue, and placing the true facts of our position before the public and other agricultural interests in the country.

Definite Publicity—We should have at hand always the means of giving our information to our buying public from time to time as occasion demands.

Information which will show our position in any controversial issue.

Information which will have ultimately the object of educating the farmers and agricultural interests to the fact that the Wholesale Grass Seed Dealers Ass'n means a safeguard to their interests and that our badge and slogan "Better Seeds, Better Crops," is their protection.

There are two other points to this question:

How can we strengthen our association so that it will be a greater factor among the wholesale seed jobbers of the country?

How can we make membership in our association more valuable to our members?

Expansion—The work of this com'te has been the study of the question of possible re-organization of the ass'n in order to make it of greater practical usefulness to its members, and to consider carefully the advisability of establishing a central office with a paid secretary.

We are at the parting of the ways and cannot stand still. We are going to do either of two things:

To plod along content to hold our own, or

To take a big step forward and endeavor to make the association accomplish for its members something really worth while; in other words, to make it of greater practical usefulness to its members and the industry as a whole.

In traveling thruout the country one cannot help but feel that a lot of trouble and misunderstanding could be removed if it were somebody's business to explain one group of people to the others. It would be found that mostly all seed merchants were decent chaps engaged in business trying to make a fair and honest living, but for some reason or other, there are a few who spend their time thinking the other fellow is trying to get the better of them.

Finance—This com'te was appointed at our mid-winter meeting to bring forward recommendations to provide an adequate income for the association, and also to present a budget for the coming year. Mr. C. C. Massie was asked to assume the chairmanship of this com'te, and kindly consented to do so with the following gentlemen serving under him: Mr. C. D. Boyles, Mr. Clifford Cornell, Mr. Geo. E. Hays and Mr. W. G. Scarlett.

The primary reason for going into this matter was to remove an unsatisfactory condition which now exists. As our sec'y said in his last June report, it is difficult to induce firms who should be allied with us to join our ranks without being able to give them not only a clear idea of the advantages to be gained but at the same time some information as to the cost of membership. As he rightly pointed out, the present condition of affairs will likely retard our growth and interfere with the development of the ass'n. It is a matter which must have the careful thought of all our members; we must be unanimous in our settlement of this problem and I hope that we will not allow any of our members to feel that they are unjustly treated in the assessment of dues.

We will continue to need in the seed business as in other industries—

First: Men who place character above wealth.

Second: Men who possess opinions and firm wills.

Third: Men who will think nothing profitable that is dishonest, and who will make no compromise with questionable things.

Fourth: Men whose ambitions are not confined to their selfish desires.

One of the biggest factors for bringing prosperity to our industry is the development of harmony and mutual cooperation between the different houses, both large and small, within the association. Personal contact between the members is by far the easiest way to bring this about, and this personal contact can be achieved by every member making a point of attending our conventions.

CLARENCE K. JONES, of Baltimore, Md., presented his report as sec'y.

Open Meeting

An open session was held on the afternoon of June 27 with Pres. Crossland in the chair.

J. G. MANN, Minneapolis, Minn., spoke on "More Effective Organization in Traffic Matters" saying, in part:

Traffic Matters

Appearing as chairman of a special traffic com'te appointed by your president and representing the members of the Wholesale Grass Seed Dealers Ass'n as well as the members of the American Seed Trade Ass'n, I attempted, by an exhibit which I introduced at Lincoln, Neb., along with supporting testimony, to show since the general advances in rates of 1918 and 1920, that seeds had been discriminated against, and to justify an exception being made exempting them from any advance, and a special plea was made to accord seeds the same basis of rates as now prevail on grain.

In 1922 when carriers reduced rates on agricultural commodities and failed to include in the list seeds general, I thought it was an opportune time for the Ass'n of seedsmen to have someone appear in their behalf before the Interstate Commerce Commission because seeds had been discriminated against, and, failing to interest the Ass'n's, Northrup, King & Co. decided, notwithstanding that it was in the interest of the entire seed trade, sent me to Washington for the purpose of bringing to the attention of the Commission the fact that seeds had been discriminated against by carriers in issuing the tariff covering the general reductions accorded agricultural commodities and products, and to secure some recognition for seeds; and in the decision handed down by the Commission in that case they stated that it was their opinion that the rates on farm and field seeds should be reduced, and I feel sure that if the seed industry had, following this opinion, taken some action to secure lower rates that we would not be paying the high rates we are today.

Problems confronting the shippers traffic managers. I believe it is only necessary to refer to the records of the Interstate Commerce Commission showing the work that that tribunal handles in the course of a year.

Do you know that last year, 1926, the Interstate Commerce Commission handled 7840 informal complaints and authorized and ordered refunds paid in 7650 cases, which involved \$1,716,687 in reparation paid to the complainants?

They received 1314 formal complaints and conducted 1584 hearings in which 302,875 pages of testimony was taken.

They received 268 complaints asking for suspension of tariffs making changes in rates and refused to suspend tariffs in 169 instances. There were 216 tariffs rejected by the withdrawal of the request for suspension, or the withdrawal of the tariffs by the railroads.

There were 84,740 tariff publications filed with the Interstate Commerce Commission and 968 tariffs were rejected because they failed to meet with the tariff publication requirements prescribed by the Interstate Commerce Commission in their tariff circular 18-A.

At the present time there are in effect in the United States about 400,000 tariffs, applicable to freight traffic handled by our transportation companies and it has been estimated that there are more than a million changes in rates taking place annually.

I believe that I have referred briefly to some of the incidents and things that led up to or created the position of traffic manager in the industrial and commercial field. I have pointed to some of the important problems confronting him which are pending and which could be handled to much better advantage by an organization of this kind rather than by an individual and in closing I want to emphasize my views that this organization should consider seriously in the deliberations which you are about to be engaged, ways and means by

which it can successfully cope with and protect the interests of its members in proposals that are made by carriers from time to time effecting your business and to take action at once to secure a lower level of rates, also a lower classification on seeds throughout the entire country otherwise you can rest assured that increases in rates on seeds are imminent.

W. H. WRIGHT, Toronto, Ont., pres. of the Ass'n of Official Seed Analysts, advocated closer co-operation between the seed trade and the analysts.

JOHN MATTER, representing the Chamber of Commerce of the United States, on "Tightening the Links in the Chain of Distribution," said:

Today group effort is the only means thru which the individual business man can operate successfully in the new group competition. Without it, he is at the mercy of forces which he cannot control. With it, pooling his resources with others, he commands the benefits of research, advertising and promotion, all the weapons which are available to a group.

The trade ass'n is the most effective agency thru which business men can unite for group effort.

While group action is the most effective weapon in the new competition individual initiative must and will be preserved. It is the mainspring of American business, the factor which accounts for the most glorious phases of our industrial progress. And one of the chief purposes back of every progressive trade association today is the improvement of individual competition—making every business man a more intelligent and informed competitor.

A. J. OGAARD, Bozeman, Mont., pres. of the International Crop Improvement Ass'n, delivered an address on "Seed Certification, Seed Standards and the Seed Trade," from which we take the following:

Seed Certification.

A county agent has no more justification for engaging in seed marketing than for trying to do similar shortcircuiting at general public expense in the realm of dry goods, shoes or hardware. Occasionally in putting on a demonstration campaign, an agent may possibly find it expedient to pool orders to the end that their cooperators may be more apt to obtain the proper seed for insuring the success of the series of demonstrations but that is of a temporary and inconsequential character. The rendering of educational assistance to farmers in the formation of cooperative organizations is another matter upon which the Sec'y of Agriculture has quite definitely committed himself. Legitimate cooperation standing on its own feet is in many cases an economic necessity and in the case of seed growers in many of the producing areas, is of very direct benefit to the seed trade in bringing about more stabilized marketing conditions and more efficient and economic contact between producer and dealer to say nothing of the improvement in quality and standards, which in most instances is possibly the chief advantage gained by such cooperative enterprises.

Our aim is to make it as easy as possible to obtain good seed of the recommended variety or origin. In certain classes of seed, variety is not so important. In other classes of seed, variety is all important. May I cite a few examples to illustrate?

In North Dakota, the popular Marquis variety has been compelled to give ground to Kota and certain rust resistance varieties of durum wheats. In Montana rust is not a factor and Marquis has held sway until recently an earlier and higher yielding variety called Supreme is rapidly forcing the old favorite out of the picture. Our problem is to make it possible for our farmers to obtain dependable seed of the recommended varieties. It would have been impractical in this particular case to have started out to do this thru the seed houses. Relatively thin and scattered population makes it impossible for the seed house to supply but a small proportion of the small grain seed required. The only effective attack was the improvement of the farm to farm supply thru a complete system of supervised seed production beginning with the experiment station produced foundation stocks; thru special elite seed stock growers; county selected registered seed growers to the county supervised approved seed growers located in each community who offer good dependable homegrown seed of the best variety to their neighbors at a nominal margin above market. The result has been almost complete standardization in a period of less than 5 years.

Seed houses are finding that the farmers now demand seed of the standard varieties and instead of constantly bringing in new and untried varieties in "hit and miss" fashion for the annual harvest of the "seed sucker" crop, emphasis is being placed on the standard recommended varieties. We have appreciated the fine cooperation given us by our seed companies. In some instances their descriptive literature has been furnished directly from the

Agronomy Department. This year a number of firms are having their contract fields inspected and certified thru our service. In the end they will receive more business than heretofore in small grain seeds which have not been very important with them at any time. This is the way we are solving our crop standardization problem in Montana.

In denser populated states, the seed houses will play a much more important part. This year in several of the states, we have reports of state seed conferences where definite plans are being worked out for the handling of certified small grain seed by the Seed Trade. You cannot blame us for indirectly combating a seed company if it persists in advertising "wild-cat" or unadapted varieties. We cannot be expected to sit idly by and see our educational efforts being partially nullified by counter advertising of inferior varieties.

Alfalfa. In the northern tier of states, one of the all important factors in successful alfalfa production is the use of seed of the hardiest known varieties such as Grimm and Cossack. The educational and demonstrational campaign in these particular states did and still does depend on the use of reliable true-to-name seed for their effectiveness. This fact was strongly stressed.

The demand soon exceeded the limited supply. Prices soared and growers in the seed producing areas who had formerly sold their alfalfa seed as common, suddenly seemed to have received messages and visions from above to the effect that they were the fortunate producers of the genuine high priced Grimm. Since that time, one has had no difficulty in going into the seed producing territory and obtaining affidavits that common seed is genuine Grimm. It is common knowledge that many growers have actually sold seed from the same fields in different years as common, Liscomb, Grimm and Cossack and some of you fellows bought that seed and passed it on to the consumer. That is only a part of the story.

Some of your competitors have also been rather careless as to whether or not their lots of so-called Grimm were all covered by a more or less worthless production affidavit. In some publicity issued from my office to the members of the seed trade this past season, I challenged any seed house selling and defending "affidavit" or "moonshine" Grimm to permit us to investigate the source of every lot of this class of seed handled by the firm with full permission given for our making the results public property. To date that challenge has not been accepted. On the other hand we have been glad to receive numerous letters from seedsmen indicating that they fully appreciated the situation and that they either were not handling "moonshine" Grimm or were rapidly discontinuing the practice, limiting their purchases to a few odd lots from very reputable local dealers, who picked up an occasional grower's seed that for some technical reason had failed to qualify for registry and certification that season.

At any rate the reputation and the demand for Grimm alfalfa seed would have suffered severely, if defensive and protective measures had not been set up thru cooperative effort between the educational authorities of the producing and consuming states.

Alfalfa certification was born of the necessity of protecting the growers, dealers and consumers from fraud and misrepresentation. The educational and demonstrational campaigns for the use of hardy alfalfa seed would have been a failure if the seed insurance afforded by a rigid system of field inspection, seed checking, tagging and sealing, had not been offered the seed consumer, who was willing to pay the extra margin in price for the genuine true-to-name Grimm. But Mr. Consumer has a right (and he is going to exercise that right even more vigorously in the future) to insist that he be furnished definite dependable guarantees as to the varietal genuineness of the hardy alfalfa seed that he buys. He cannot afford to do otherwise.

This righteous and just demand on the part of the seed consumer can not be effectively met by the seed trade, unaided by any system of state supervised seed certification. Even though we might, for the sake of argument, admit that some of the larger seed companies might be able to set up the field and seed inspection machinery which would enable them to make the necessary guaranties, the plan would not be practical for a number of reasons that I need not take the time to point out. The most important and deciding objection, however, would be the fact that such companies would still be subjecting themselves to the unfair and unbeatable competition of dealers who would continue to buy and sell common alfalfa seed as being properly checked by themselves as being genuine Grimm, at prices that could not be met by dealers handling the true-to-name article. By placing the distribution of Grimm and Cossack alfalfa seed on a state certified and sealed basis, the market conditions are stabilized, a fair basis of competition is restored and the rights of the growers and consumers are properly safeguarded, in the only efficient manner that the job can be done.

Some states shortsightedly attached the seed

certification to a cooperative marketing organization but such mistakes have been or are being corrected. Seed certification is being organized on the basis of being a seed service designed to give necessary assurance regarding varietal purity thru any seed marketing channel that can successfully render service and still survive in the competitive field.

The seedsman must not approach the educational agencies with the idea that he is dealing with a species of theoretical parasite which spends his time and the taxpayer's money looking out at the world thru scientific smoke glasses for fear he might otherwise be compelled to view his studies, work or service in the blinding light of practicality.

We have noted with more than ordinary interest the various timely articles appearing of late in your trade journals, which indicate that your leaders recognize that a new day has dawned in this portion of the seed world. These articles tend to strengthen our belief in the many expressions we have received which profess your desire to join with us in the mutual exchange of opinions and ideas; in the formulation of sound policies and programs. I therefore do not believe it necessary for me to dwell further on that point other than to assure you that we fully appreciate the value of your advice, counsel and backing in our efforts in the promotion of the cause of Better Seed and general crop improvement. We sincerely hope that thru a strengthening of your own organization you may be placed in a better position to express the convictions and desires of the seed industry as a whole. You would be surprised at the amount of contradictory advice we now receive from seedsmen who naturally view the problem from the too narrow angle of their own particular and immediate interest.

A second executive session was held Tuesday morning to hear com'te reports and elect officers.

L. M. KING, chairman of the Com'te on Expansion, reported:

We believe that one of the duties of a permanent executive should be to act as secretary of the various ass'n com'tes, at least all of the more important ones. He would thus not only gain invaluable information and experience that would greatly increase his general usefulness to the ass'n, but could also co-ordinate the work of these various com'tes and give continuity to their efforts from one year to another, thus making them more effective. It would be logical if permanent ass'n headquarters were established at some central point, that most com'te meetings should be held there as a matter of convenience.

We recommend that the directors of the ass'n present to the members at the June convention, with their approval, the plan to establish a permanent ass'n office at some suitable point to be selected, with a paid executive in charge to have general direction of our activities. Our recommendation, however, is subject to two conditions. First, that a highly competent man of suitable personal qualifications can be found to take the position. Second, that the members of the ass'n, accepting the fact that it will involve an increased operating cost, definitely adopt it as a three-year program, as we feel that its value cannot receive a fair test in a shorter period, and that it would be impossible to get the right man for the position unless he could feel assured that he would have a fair chance to make good. * * *

The report was adopted, committing the organization to the establishment of permanent headquarters and the employment of a full time manager.

It was voted to change the name of the Ass'n to "Farm Seed Ass'n of North America."

Hereafter meetings of the Ass'n will be held three times a year, approximately in September, February and June.

OFFICERS ELECTED for the ensuing year are:

Pres.—Ernest Ford Crossland of Toronto, Ont., Canada. Vice-Pres.—A. H. Flanigan of Crawfordsville, Ind. Sec'y-Treas.—Clarence K. Jones, Baltimore, Md.

Directors: H. Trimble McCullough of Cincinnati, O.; John A. Smith of Toledo, O.; Marshall H. Duryea of New York; L. L. McCulloch of Minneapolis, Minn.; Fred W. Kellogg of Milwaukee, Wis.; Clifford Cornell of St. Louis, Mo.; Charles D. Boyles of Chicago, Ill.; Hugo Teweles of Milwaukee, Wis., and C. C. Massie of Minneapolis, Minn.

C. C. Morse & Co., of San Francisco, Cal., were elected to membership; and the Crabbs, Reynolds Taylor Co., Crawfordsville, Ind., and Whitney, Noyes Seed Co., Buffalo, resigned. Adjourned sine die.

If your business is worth keeping it is worth fighting for. Buck the agitator and the political vote baiter.

Poland has decided to form a grain reserve of 200,000 T, of which 25% can be procured now. The import and the storage of the grain has been entrusted to the State Agrarian Bank.

Legislation to relieve present farm stress would not fit every predicament, consequently any proposed corrective measure for the supposed critical condition must be worked out step by step by trained economists, not by self-seeking agitators.

Seed Movement in June.

Receipts and shipments of seeds at the various markets during June, as compared with June, 1926, were as follows:

	Receipts		Shipments	
	1927	1926	1927	1926
FLAXSEED				
Chicago, bus.....	177,000	331,000	1,000	1,000
Duluth, bus.....	216,063	287,814	137,635	123,016
Milwaukee, bus.....	123,041	30,030	.....	.....
Minneapolis, bus.....	276,580	359,740	89,410	111,760
Montreal, bus.....	129,586	.....	.....	.....
New York, bus.....	176,000	.....	.....	.....
Superior, bus.....	144,092	198,876	1,571	58,606
Ft. William.....	105,618	.....	597,418	.....
KAFIR				
Galveston, bus.....	.....	.....	64,535	.....
Houston, bus.....	.....	.....	15,665	.....
Hutchinson, bus.....	71,500	157,300	.....	.....
Kansas City, bus.....	240,900	468,600	332,000	240,000
St. Louis, bus.....	106,800	42,000	38,400	18,000
Wichita, bus.....	19,200	145,200	10,800	9,600
MIL				
St. Joe, bus.....	1,500	.....	.....	.....
CLOVER				
Hutchinson.....	1,000	.....	.....	.....
Chicago, lbs.....	.....	28,000	74,000	93,000
New York, bags.....	.....	.....	360	.....
TIMOTHY				
Chicago, lbs.....	779,000	667,000	134,000	517,000
Milwaukee, lbs.....	.....	60,000	.....	.....
SORGHUMS				
Cincinnati, bus.....	1,400	7,000	.....	.....
Ft. Worth, bus.....	278,600	242,200	176,400	128,800
New Orleans, bus.....	6,000	5,000	.....	.....
CANE SEED.				
Ft. Worth, bus.....	32,000	13,000	1,000	5,000
Kansas City, bus.....	4,600	12,650	8,050	.....

Directory

Grass and Field Seed Dealers

One line, one year (24 issues), \$10.00.

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

FT. WAYNE, IND.

Wolf Seed Co., wholesale field seeds.
Kraus & Apfelbaum, field seed dealers.

INDIANAPOLIS, IND.

Indiana Seed Co., field seeds.

KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.
Rudy-Patrick Seed Co., field seed merchants.

LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
Kellogg Seed Co., field and grass seeds.
North American Seed Co., wholesale grass & field seeds.

MINNEAPOLIS, MINN.

Minneapolis Seed Co., field seed merchants.
Northrup King & Co., field seeds.

ST. LOUIS, MO.

Cornell Seed Co., field-grass-garden seeds.
Mangelsdorf & Bro., Ed. F., wholesale field seeds.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

CALIFORNIA

Selma, Cal.—The Bachtold Grain & Mfg. Co. has installed a disc separator.

CANADA

Winnipeg, Man.—The Grain Exchange recently decided not to establish a market for trading in grain for future delivery at Vancouver, B. C. The plan was defeated by quite a majority of votes.

Sarnia, Ont.—The Sarnia Elvtr. Co. has applied to the council for permission to increase its capital stock from \$100,000 to \$150,000. The city controls the elvtr. company because of the advance of \$400,000 made to it.

Port McNicoll, Ont.—We are building a 2 million bu. extension to our present 4 million bu. elvtr. here. The work is now under way by the E. G. M. Cape Co., to whom contract has been let. The John S. Metcalf Co. prepared the plans and supervised the construction.—Canadian Pacific Railway Co.

Midland, Ont.—We are building a 2,000,000-bu. elvtr. for the Midland Simcoe Elvtr. Co. on the north side of Midland harbor. It is to be completed for this fall's business. C. D. Howe & Co. of Port Arthur are the consulting engineers. The building proper is 240x140-ft., and adjoining it on the rear side will be a loading shed 58x70-ft. Storage consists of 60 circular reinforced concrete tanks, 20-ft., 6-in. in diameter and 85-ft. high, together with the interspace and outerspace tanks. The basement is 14-ft. high and contains 5 longitudinal belts and two cross belts for shipping purposes. All belts and machinery are run by electricity.—McFarlane-Pratt-Hanley, Ltd.

VANCOUVER LETTER.

The grain inspection offices here will be enlarged.

The annual meeting of the Grain Board will be held here about August 22.

James Richardson of Winnipeg is erecting a million-dollar office building here.

Joseph Bennett has been appointed mgr. of the Alberta Wheat Pool's elvtr. here.

COLORADO

Craig, Colo.—The Craig Farmers Mfg. & Elvtr. Co. plans to improve its plant.

Broomfield, Colo.—E. M. Copeland is the new mgr. of the Longmont Farmers Mfg. & Elvtr. Co. here.

Sterling, Colo.—The W. C. Harris Co. has bot the elvtrs. of the Longmont Mfg. & Elvtr. Co. at Haxtun and Daily.

Briggsdale, Colo.—The Briggsdale Elvtr. will install a hammer mill and a 25-h.p. engine to replace two engines, a 10- and 15-h.p., now in use.

Hugo, Colo.—G. H. Shaulis of Republican City, Neb., is now mgr. of the Equity Union Grain Co., formerly the Hugo Farmers Elvtr., succeeding G. C. Bixler.

Haxtun, Colo.—The new elvtr. built by the Farmers Co-op. Elvtr. Co. is now open for business. It has a capacity of 18,000 bus. and with the old elvtr. will give the company a total capacity of 28,000. It was built by the Cramer Construction Co. at a cost of \$11,000, including equipment.

IDAHO

Orofino, Ida.—The Orofino-Rochdale Co.'s grain elvtr. and warehouse burned recently with a loss estimated at \$40,000, partially insured.

Deary, Ida.—The Deary Grain Co. has repaired its warehouse.

Culdesac, Ida.—An elvtr. of the Terminal Trading Co. was destroyed by fire on June 14.

ILLINOIS

Elmwood, Ill.—H. M. Buck is now mgr. of the Elmwood Elvtr. Co., Inc.

West Brooklyn, Ill.—C. F. Guffin is having a grain spout built on his elvtr. here.

Reddick, Ill.—Abraham Tyler has succeeded Jas. Tyler as mgr. of the Farmers' Elvtr.

Peoria, Ill.—The Peoria Mfg. Co. has increased its capital stock from \$25,000 to \$35,000.

Sycamore, Ill.—John L. Murphy has resigned as mgr. of the Farmers Grain & Lumber Co.

Crescent City, Ill.—C. A. Earl has succeeded Wm. Tyler as mgr. of the Crescent City Farmers Elvtr.

Alta, Ill.—Wilbur L. Buck has succeeded Samuel Livingston as mgr. of the Alta Farmers Elvtr. Co.

Ancona, Ill.—A. Hepler has had a new roof put on his scale office to replace the one destroyed by fire.

Green Oak (Princeton p. o.), Ill.—C. H. Pfetzing is no longer mgr. of the Green Oak Elvtr. & Merchandise Co.

Lostant, Ill.—I am installing a truck scale at my elvtr. The Superior Scale Co. is doing the work.—R. C. Phillips.

Lewistown, Ill.—Bader & Co. have bot the interest held in their local elvtr. by J. T. Holmes, who was local mgr.

Walton, Ill.—D. A. Alexander, former mgr. of the Farmers Grain Co. at Paxton, is now mgr. of the Farmers elvtr. here.

Littleton, Ill.—The Littleton Farmers Elvtr., which has been closed for some time, has been reopened with Garnet Chipman as mgr.

Cambridge, Ill.—Sherman W. Poppleton, formerly in the grain business with the firm of Poppleton & Sherrard, died recently at the age of 61.

Haldane, Ill.—We are installing a 60-h.p. diesel engine and J-B grinder with Tex-Rope drive.—Alex Hedrick, mgr., Haldane Farmers Elvtr. Co.

Cereal (Chatsworth p. o.), Ill.—The plant of M. E. Franey & Son was damaged by a fire started by lightning recently. The loss is estimated at \$15,000.

Chana, Ill.—H. S. Downey and R. J. Cocking bot the elvtr. of the Armour Grain Co. here. The name will be the Chana Grain & Lumber Co.—R. J. Cocking.

Table Rock, Ill.—C. O. Snedeker, mgr. of the Ipava Farmers Elvtr. Co., has bot the elvtr. of the Table Rock Co-op. Co., but will not take charge until next year.

Bryce (Milford p. o.), Ill.—We have recently made extensive improvements to our elvtr., remodeled our office and installed new 10-ton wagon scales.—Bryce Farmers Grain Co.

Triumph, Ill.—Gabriel Pohl has taken over the elvtr. formerly operated by Harry G. Smith, which has been in the hands of a receiver for the past several weeks under the trusteeship of Mark F. Worsley.

New Milford, Ill.—I bot the lumber yard and elvtr. of the Armour Grain Co. here. Will handle lumber, coal, cement, fence, etc., and hope to deal in grain a little later.—Geo. H. Wilson, New Milford Lumber Yard.

Kincaid, Ill.—I have bot the elvtr. of the Farmers Grain Co. This is a defunct Farmers Grain Co. and has been closed since last September. I will remain at Stonington at present as mgr. for Hight & Cline.—Otto F. Young.

Jacksonville, Ill.—The Nye & Jenks Grain Co. has opened an office here with Wm. H. DeBolt in charge.

Mendota, Ill.—The Dole Elvtr., owned by Chas. Bader, has been wrecked. This building has been used by Philip Maus for several years in the storing of grain.

Ulrich Station (Lake City p. o.), Ill.—I have bot the elvtr. from the Wm. Bailey estate, the one formerly operated by the Farmers Grain & Produce Co., and have taken possession, but will handle all business from my Lake City office, three miles east of here.—F. W. DeHart.

Elwood, Ill.—After 50 successful years in the grain business, J. C. Beattie has disposed of his elvtr. and will retire. James Tyler of Reddick, who has been managing an elvtr. there for several years, has taken over the Beattie elvtr. James M. Maguire represented both parties in the transaction.

Scott Switch (Chrisman p. o.), Ill.—Clayton Morris, 22, was recently buried under 6 feet of unshelled corn at Scott's elvtr. He was considerably bruised but otherwise was unhurt. He had started down the bin to shovel out corn, but instead of climbing carefully he jumped, which brot down an avalanche of corn.

Pekin, Ill.—Effective July 1, Turner-Hudnut Co. has taken over the operation of the Smith-Hippen Co. elvtrs. at the following points: Pekin, Tremont, Leslie, Menert, Parkland, Manito, Emden, Dalton City; Mile 9, Mile 20, Mile 25, Mile 38 (Hennepin Canal); Spring Bay, Spring Lake No. 1, Spring Lake No. 2, Spring Lake No. 3, Snicarte, Naples, Glasgow Landing, Harris Landing.—Smith-Hippen Co.

Rollo, Ill.—Albert Herrick of Paw Paw was recently awarded damages of \$716.50 in the circuit court against Chas. C. Strong and Robert A. Strong, doing business as Strong & Strong with headquarters at Earlville. Herrick alleged he made a contract with C. H. Strong for the sale of 1,400 bus. of corn to be delivered to the Strong elvtr. here at \$1.20 per bu. The contract was later disaffirmed by the defendants, they claiming that C. H. Strong was not an authorized agent.

Springfield, Ill.—The Kessinger bill to "regulate" the Chicago Board of Trade was defeated June 30 by a vote of 64 to 57. When the bill was called up Rep. Thos. J. O'Grady spoke against it. He said: "I doubt the sincerity of the senator behind the bill. He has introduced a whole string of bills this session, not one of which was ever intended to become a law. They were jokes and this bill is a joke. What you are trying to do is to do away with the only grain market the farmer has left. Your co-operatives failed. You waited until the last minute to try to put this thing thru. What you were waiting for was for the officers of the Board of Trade to come down here and go on their knees pleading that the bill be killed."

CHICAGO NOTES.

A delegation of prominent Texans, who were on a good-will tour with Governor Dan Moody, visited the Board of Trade on June 24 and were received by Pres. John A. Bunnell in his room.

The directors of the Board of Trade on July 1 authorized the sending of quotations of prices of December grain futures from the pits. The directors on May 7 had directed the market report com'te not to provide for the dissemination of quotations on December futures. This action is now rescinded.

The Postal Elvtr. Co., a Rosenbaum organization, has applied to the Illinois Commerce Commission for authority to issue \$2,500,000 of bonds. The company will obtain title to Rosenbaum elvtrs. at Chicago, Fort Worth, Tex., and to the former Armour Elvtrs. "A," "B," Minnesota, and leases on Northwestern Terminal and the mill annex on Goose Island. At the same time the Export Elvtr. Co., the Armour organization, asks permission to retire from the public elvtr. business.

New members elected to the Board of Trade are: Harry E. Collin, Eli J. Radic, Jr., Don S. Price, Ronald Whitehead Whineray, Raymond C. Pierce of Fort Dodge, Ia., Theodore H. Mueller, Thomas G. Keeley, Paul K. Corcoran of Duluth, Carl A. Krull of Hamburg, Germany, of Seehandles-Aktien-gesellschaft. Transfers have been posted for Henry P. Crowell, Robert Gordon, Estate R. Townsend McKeever, Estate Henry Scull, Jas. Frazier and James V. Rauk. Applications have been made for John Stuart, Walter L. Templeton, Lloyd E. Beach, Wm. D. S. Sanday, Robert H. Scarlett and Richman Phipps.

Henry A. Rumsey, chairman of the Board of Trade building com'ite, has ordered a search for temporary quarters for the Board until the new 41-story building can be erected. Holabird & Roche, the Board's architects, have been directed to proceed with the preparation of plans which will be submitted to the membership of the Board for authority to enter into immediate contracts for building. The realty firm representing the Board has been instructed to obtain temporary quarters and the com'ite will now take up the matter of financing the project. "The Board intends to erect a structure suitable for the marvelous position its building will occupy at the foot of LaSalle street," said Mr. Rumsey, "and commensurate with the commanding place it has maintained as the largest grain market in the world." An exchange hall, 50 ft. high, is to be located on the third floor with the second floor given over to grain commission and banking offices.

INDIANA

Bicknell, Ind.—The O. L. Barr Grain Co. has installed a hammer mill.

Union City, Ind.—John Parent is installing a Sidney Manlift in his plant.

Cicero, Ind.—E. E. Cornwaite has resigned as mgr. of the Cicero Co-op. Elvtr. Co.

Hobart, Ind.—The plant of Roper & Brown was slightly damaged by fire on July 7.

Albany, Ind.—Beach & Simmer are building an addition to their elvtr. and warehouse.

Mt. Vernon, Ind.—The Farmers Elvtr. Co. has added the handling of cream to its sidelines.

Hamlet, Ind.—Mail addressed to W. M. Bosley has been returned marked "Out of business."

Fairland, Ind.—The Guild Grain Co. has repaired its plant and added a hammer mill and corn cracker.

Remington, Ind.—The Farmers Elvtr. Co. is building new coal sheds and has installed a coal unloading machine.

Mt. Vernon, Ind.—The Mt. Vernon Mlg. Co. expects to build 10 large concrete storage tanks to provide additional room for its plant.

Stevens Station (Newburgh p. o.), Ind.—The Umfried Elvtr. has installed a new scale and made other improvements to the plant.—C.

Francesville, Ind.—New scales have been installed at the elvtr. of the Crabbs Reynolds Taylor Co., and the driveway is now being enclosed.

Bentonville, Ind.—Henry Teeter will install a new truck hoist dump and a large truck scale in the Bentonville Elvtr.—Milton Grain Co.

Churubusco, Ind.—We are installing a 3-pair-high roller mill and a cracked corn grader in our feed department.—G. T. Keller, mgr., Mayer Grain Co.

Uniondale, Ind.—The Farmers Equity Co. elvtr. was sold June 11 at public auction. It was bot in by a few stockholders who will reorganize.

Wyatt, Ind.—Work on the new elvtr. being built for the Wyatt Grain Co. by the Reliance Construction Co. will be completed this month. A detailed account of the structure was given in a former number.

Milton, Ind.—I have bot the elvtrs. of the Milton Grain Co. here and at Beesons. Am handling a general line of grain, feed, flour, coal, cement, salt and sundry farm needs.—Wilbur Elwell, prop., Milton Grain & Fuel Co.

Petersburg, Ind.—Emanuel Wyatt is pushing work on his grain elvtr. here. It will be a strictly up-to-date structure, 100 ft. in length, with sheds the entire length where wagons are loaded and unloaded. The old brick building of the company will be used as an office.—C.

Osgood, Ind.—Cade H. King of North Manchester and Waldo F. King of South Bend have bot the Osgood Mills from Clark & Kirklin. Cade King has leased the half interest from his partner. The plant will be remodeled and new machinery installed. The firm will be known as the Osgood Mlg. Co. The plant includes an elvtr.

Fountaintown, Ind.—The Fountaintown Elvtr., owned by J. H. Snyder and H. E. Kinney, burned July 2 with a loss estimated at \$35,000. Lightning is believed to have started the fire. An office building near the elvtr. burned, but the records were saved. Wool valued at \$1,000 and some corn burned. The loss is partially covered by insurance.

Wheatland, Ind.—The Wheatland Elvtr. Co. has added motor and tractor oils and a line of field fence as sidelines.

Richmond, Ind.—The Eastern Indiana Elvtr. & Mlg. Co. incorporated; capital stock, \$100,000; by Arthur A. Curme, Jr., John H. Jackson, Harold G. Coleman, Frank M. Taylor and Clarence M. Brown. The new company has bot the property of the Richmond Roller Mills, which includes an elvtr., and also elvtrs. at Hagerstown and Boston. The mill will be remodeled and modern machinery installed for the manufacture of feeds and cereals. The company has also bot the elvtrs. of the Hagerstown Grain Co. at Hagerstown and the Boston Grain Co. at Boston.

IOWA

Audubon, Ia.—A. J. Leake is remodeling and repairing his elvtr. here.

Ames, Ia.—Munsinger & Frye have moved to more spacious quarters.—A. T.

Ferguson, Ia.—The Ferguson Grain Co. has equipped its elvtr. with lightning protection.

Stuart, Ia.—Walsworth & Johnson have installed new planking on their outside scale.—A. T.

Blencoe, Ia.—The plant of the Blencoe Farmers Elvtr. Co. has been equipped with lightning protection.

Elkhart, Ia.—It is understood the Farmers Elvtr. Co. will not rebuild the elvtr. recently destroyed by fire.—A. T.

Melvin, Ia.—The Farmers Elvtr. was not sold at auction, but is operating as usual with H. E. McEwen as the new mgr.—X.

Hawkeye, Ia.—The Farmers Grain Co. has applied for a new charter, the 20 year period of the first charter having expired.

Alleman, Ia.—J. Roy Johnson, mgr. of the Farmers Elvtr., has returned from an extended trip thru Wisconsin and Minnesota.—Art.

Ritter (Sheldon p. o.), Ia.—The elvtr. of the Farmers Elvtr. Co. will be torn down soon and replaced with a new one of the same size.

Webster City, Ia.—M. H. Spurgeon & Son are putting a fireproof composition roof on their elvtr. and metal on their corn crib.—Art Torkelson.

Greenfield, Ia.—J. E. Foster, mgr. of the Farmers Co-op. Co., has returned from a short vacation in the Black Hills of South Dakota.—Art Torkelson.

Granger, Ia.—Tom Berryman, who has been mgr. of the Farmers Co-op. Ass'n at Winterset, has bot the Farmers Elvtr. and will take possession July 15.—Art.

Mallard, Ia.—Harry Grove of Plover has been appointed mgr. of the Farmers Co-op. Co. here to fill the vacancy of Chris Christensen, who recently resigned.—Art Torkelson.

Rockwell City, Ia.—Geo. Debe, who was mgr. about 10 months ago for the Farmers Grain Co., recently returned from Texas where he was interested in the oil fields.—Art.

Jordan, Ia.—A. Sterner & Co. are doing some general repair work, putting a 20-ft. addition on their lumber shed, installing electric lights and hanging new doors.—Art Torkelson.

Gowrie, Ia.—H. A. Spiller of the Farmers Elvtr. & Supply Co. at Fort Dodge is now devoting part time to the management of the Farmers Co-op. Elvtr. & Lumber Co.—A. T.

Burlington, Ia.—Our company has not as yet definitely decided on construction of dock facilities for handling bulk grain here, but plans are under consideration.—Trans-Mississippi Co.

Grimes, Ia.—W. O. Sloan Lumber Co. has bot the grain and feed business formerly owned by the Armour Grain Co. here. A. C. Wooding returned as mgr. for the new company.—W. O. Sloan Co.

Kennedy, Ia.—The Farmers Grain Co., which was taken over by the directors, is now being managed by M. J. Fitzgerald, one of the directors. On July 15, Garfield Campbell, who resides in Oklahoma, will take active management.—Art Torkelson.

Fort Dodge, Ia.—Geo. Christianson and R. C. Pierce have formed the Christianson-Pierce Grain Co. and opened offices in the Snell building. The new firm will be a correspondent of the Beach-Wickham Grain Co., Chicago, and has bot the latter's private wire. Mr. Pierce was mgr. of the Armour Grain Co.'s office here for 8 years.

McGregor, Ia.—I expect to handle grain, coal and feed here and also ship grain to country points. L. O. Glad is the present mgr. for Gilchrist & Co., who will operate stations at Monona, Lawler, Bristow, Devon, Acme and Cresco, with the main office here as in the past.—F. G. Bell.

Irving, Ia.—The elvtr. of Blaha Bros. burned to the ground about 9:30 the evening of June 26. It is thot the fire may have been caused from a dust explosion. There was only a small amount of grain in the building. The loss was about \$8,000, with insurance of \$4,500. This was the only elvtr. in the town.

Adel, Ia.—The Evans Grain & Feed Co., owned and operated by Harold Evans, formerly mgr. of the Farmers Elvtr. Grinnell, can boast of an up-to-date elvtr. The plant and elvtr. approaches are well lighted to take care of the Saturday evening business, as the plant is open until 9 p. m. on that evening.—Art.

Beaver, Ia.—The Rohrer Grain Co. will continue operating, as approval of practically all creditors has been given. At the creditors' meeting the assets were found to be \$30,376.87, while the liabilities amount to \$34,027.28. The business is owned by J. E. Rohrer of Perry and O. O. Rohrer of Beaver, father and son.

KANSAS

Cedar, Kan.—A. M. Bouts is mgr. of the W. H. Morrison elvtr. here.

Herkimer, Kan.—The Farmers Union Elvtr. Co. has built a feed warehouse.

Minneola, Kan.—The Minneola Co-op. Elvtr. Co. has recently improved its plant.

Missler, Kan.—Roy Twist has had his elvtr. equipped with lightning protection.

Jamestown, Kan.—W. H. Morrison is putting in a new truck dump at his plant here.

Plains, Kan.—The Collingwood Grain Co. has completed an addition to its plant here.

Hutchinson, Kan.—Frank Durkin is now local mgr. of the office of J. E. Bennett & Co.

Colony, Kan.—The Colony Elvtr. Co.'s elvtr. is now equipped with lightning protection.

Sterling, Kan.—The Bowersock Mills & Power Co. is building a new flour and feed room.

Great Bend, Kan.—D. A. Schwartzkopf has bot the local elvtr. of the Kansas Grain Co.

Stockton, Kan.—G. W. Query is now mgr. of the J. E. Rogers elvtr. here.—W. H. Morrison.

Wamego, Kan.—The Wamego Mlg. Co. has bot the plant of the Farmers Co-op. Mill & Elvtr. Co.

Meade, Kan.—The Co-op. Elvtr. & Supply Co. recently added a new flour house to its plant.

Halford, Kan.—The Robinson-Wyatt Grain Co. had a small loss to its plant from a hail storm.

Asherville, Kan.—The Asherville Grain Co. has had its elvtr. equipped with lightning protection.

Bluff City, Kan.—The warehouse of the Red Star Mlg. Co. was damaged by a windstorm on June 18.

Woodbine, Kan.—The Robinson Elvtr. Co.'s plant was slightly damaged by a windstorm on June 18.

Wakefield, Kan.—J. Lynch & Co. will re-open their elvtr. here with Lawrence Gridley of Oakley in charge.

Linn, Kan.—I sold my elvtr. at Rossville a year ago and bot the E. Walsh elvtr. here.—F. J. Slipsager.

Kismet, Kan.—The Kismet Equity Exchange recently added lightning protection to the equipment of its plant.

Erie, Kan.—The Erie Farmers Union has equipped its elvtr. here and at Kimball with lightning protection.

Hardtner, Kan.—Peter Shaeffer is mgr. and buyer of the Farmers Friend Elvtr., which is owned by J. Achenbach.

Sylvia, Kan.—J. D. Mead has had an air dump installed in his elvtr. and made other improvements to the plant.

Hutchinson, Kan.—W. M. Marshall, a grain buyer for the Red Star Mlg. Co. of Wichita, has opened an office here.

Dresden, Kan.—Leo Bainter, who has been mgr. of the C. E. Robinson Elvtr. Co. at Palco, is now mgr. of the elvtr. for the same company here.

Stockton, Kan.—G. W. Query of Hendley, Neb., is now with the Morrison Grain Co.—F. K.

Buffalo Park (Park p. o.), Kan.—The elvtr. of the Robinson Mlg. Co. was slightly damaged by a windstorm on June 18.

Wichita, Kan.—The new storage tanks of Kansas Mlg. Co. are now completed and the new machinery has been installed.

Halstead, Kan.—The Farmers Co-op. Grain & Mercantile Co. will build a warehouse near its elvtr. to house field seed and feeds.

Arkansas City, Kan.—The newly organized Kansas Mill & Elvtr. Co. has bot the plant and 15 elvtrs. of the Arkansas City Mlg. Co.

Haviland, Kan.—We have installed a blower in Elvtr. B and have equipped both our houses with SKF Bearings.—Farmers Co-op. Co.

Caldwell, Kan.—The Consolidated Flour Mill Co. has bot the plant of the Damon Grain & Produce Co. from E. Q. Smith for \$15,000.

Morland, Kan.—The Stober elvtr. burned recently about 2 o'clock in the morning. It is thought that the fire may have started from fire-crackers.

Greensburg, Kan.—The Light Grain & Mlg. Co. of Liberal has bot the elvtr. of the Kansas Flour Mills here and also at Brenham (Greensburg p. o.).

Leavenworth, Kan.—The Kansas Wheat Growers Ass'n is making some improvements to the Kansas Central Elvtr., including a new grain dump.

Leonardville, Kan.—The Riley County Farmers Union Co-op. Ass'n is making some improvements to its plant and installing a Kewanee dump.

Schroyer (Blue Rapids p. o.), Kan.—Henry Schimmels, former mgr. of the Farmers Grain, Stock & Mercantile Co., has opened a grain office in Marysville.

Dwight, Kan.—Carl Johnson has bot the elvtr. of the Robinson-Wyatt Grain Co. Joe Reid has leased the building from Mr. Johnson and will carry on the business.

Peabody, Kan.—The Great Plains Mlg. & Elvtr. Co. has leased the plant of the Peabody Mlg. Co., which includes an elvtr., and has placed it in operation.

Liberal, Kan.—J. C. Kramer of Pratt is the new mgr. of the Benton Grain Co., succeeding Mr. Patterson, who will probably be located in southern Nebraska.

Bushton, Kan.—The K. B. R. Mlg. Co. is remodeling its old mill building into an elvtr. of 3,000 bus. capacity. It will be completed to handle this year's crop.

Russell, Kan.—The safe in the office of the Henry Foes Grain Co. was blown up by robbers who took about \$25 in cash and damaged the safe to the extent of \$150.

Pratt, Kan.—The elvtr. of the Farmers Equity was recently re-roofed and the entire plant grounded for lightning protection, the work being done by the Star Engineering Co.

Hutchinson, Kan.—R. B. Owen, for 7 years associated with the Davidson Grain Co. here, recently resigned and started the Owen Grain Co. with offices in the R-W building.—C. W. Colby.

Clay Center, Kan.—The Mid-Kansas Mlg. Co. has been organized here to operate the mill formerly owned by the Snell Mill & Grain Co. The new company is controlled by the Shellabarger company at Salina. It is planned to increase the capacity of the mill from 600 to 1,000 bbls.

Topeka, Kan.—It is reported that Geo. C. Shane of Philadelphia will acquire a substantial interest in the Topeka Flour Mills Co. H. D. Yoder, vice-pres. and sales mgr. of the company, has retired. This plant includes an elvtr.

Ferguson (Valley Center p. o.), Kan. — The Commander-Larabee Corporation had a small fire in its engine room June 24. There was some smoke damage to stock which is owned by the Larabee Flour Mills Co., known locally as the Anthony Mills.

Salina, Kan.—L. J. Elvin has been promoted to the position of sales mgr. of the Shellabarger Mills & Elvtr. Co. He succeeded H. L. Williamson, who resigned to take the position of sales mgr. of the Goetz Mlg. Co. of Newton, which operates an elvtr. there and also at McPherson.

Great Bend, Kan.—Wm. Reid has resigned as general mgr. of the Walnut Creek Mlg. Co., which has a line of elvtrs. He will spend the summer in Europe and may engage in business in Kansas City on his return in the fall.

Buffalo, Kan.—We are increasing our capacity from 4,000 to 10,000 bus. The Federal Engineering Co. is overseeing the job. We will also make the basement waterproof, add ear corn conveyor to sheller, and install new gas engine in basement. Both the addition and the old house will be covered with galvanized iron.—Brook Grain Co.

Princeton, Kan.—The Star Grain & Lumber Co. has let the contract to the Star Engineering Co. for a 10,000-bu. elvtr. to replace the one that burned. It will be 26x30x54 ft., completely metal clad. It will have full equipment for handling ear corn as well as small grain, including a 400-600-bu. sheller, 400-600-bu. corn cleaner, chain drag, main elvtr. leg, chop leg, truck dump, automatic scale, mill, etc. Power will be furnished by two 15-h.p. and one 2-h.p. fully enclosed ball-bearing motors. Work will be started at once and probably completed about Aug. 15.

The Santa Fe railroad has announced the schedule of stops for its Wheat Festival train to be operated thru the Kansas wheat belt during July. They are: July 18, Osborne, Lincoln and Salina; July 19, Hillsboro, Little River and Great Bend; July 20, Ness City, Dighton and Scott City; July 21, Lakin, Garden City and Cimmaron; July 22, Elkhart, Hugoton and Sublette; July 23, Johnson City, Ulysses and Dodge City; July 25, Macksville, Larned and Jetmore; July 26, Ellingwood, Sterling and Hutchinson; July 27, Cheney, Kingman and Attica; July 28, Ashland, Coldwater and Medicine Lodge; July 29, Wellington, Winfield and Arkansas City; July 30, Mulvane and Newton.

KENTUCKY

Paris, Ky.—Kentucky Blue Grain Seed Warehouse & Storage Co. incorporated by Woodford Spears, Edward F. Spears and Chas. S. Spears.

Springfield, Ky.—The Haydon Mill & Grain Co., an old established company, has filed articles of incorporation; capital stock, \$50,000; by G. L. Haydon, G. R. Haydon and F. C. Peters.

MARYLAND

Baltimore, Md.—Ernest E. Wooden, accountant, has applied for membership in the Chamber of Commerce.

Baltimore, Md.—The charges for weighing bag lots of grain at the uptown or domestic elvtrs. is now 55c per 1,000 bus., with a minimum charge of 20c per lot, whether delivered in one load or more, according to a recent ruling by the weighing com'te of the Chamber of Commerce.

MICHIGAN

Scotts, Mich.—White Bros. are building a 3-story addition of triple tile to their elvtr.

Plainwell, Mich.—The Eesley Mlg. Co. is increasing its capacity from 200 to 400 bbls.

Mt. Pleasant, Mich.—The Chatterton Elvtr. Co. had a small loss from a recent windstorm.

Schoolcraft, Mich.—We are installing a new Monitor Cleaner in our elvtr.—Harvey & Stuart.

Parma, Mich.—We are thinking of installing a batch feed mixer and a new grain cleaner.—Frank Gilmore, mgr., Parma Co-op. Elvtr. Co.

Pinconning, Mich.—The Cass City Grain Co. is building an up-to-date elvtr. here which will be equipped to handle grain, beans and seed.

Farwell, Mich.—Fred Siegel has bot the Farwell Mill & Elvtr. of which W. C. Fuller was prop. He will improve the plant and operate it.

Battle Creek, Mich.—The Postum Cereal Co., Inc., plans to rebuild considerable of its storage, tearing down several steel tanks and replacing them with concrete.

Marshall, Mich.—We contemplate increasing our warehouse capacity this fall by about one-third. Construction will likely be of tile or concrete.—Homer Clute, mgr., Farmers Elevator Co.

Grand Rapids, Mich.—We are contemplating building 50,000-bu. additional grain storage and installing a drier with capacity of 300-bu. per hour.—Henderson Mlg. Co.

MINNESOTA

Lyndale, Minn.—The Farmers Elvtr. Co. is discontinuing business.

Nassau, Minn.—The Monarch Elvtr. Co. is erecting new coal sheds.

Waverly, Minn.—J. G. Mundy has resigned as mgr. of the Farmers Elvtr. Co.

Atwater, Minn.—The Farmers Elvtr. Co. and the Atwater Grain Co. have consolidated.

Wendell, Minn.—H. M. Velde of Ortonville has bot the plant of the Farmers Elvtr. Co.

Hawley, Minn.—The Hawley Farmers Elvtr. Co. has applied for a renewal of its charter.

New Ulm, Minn.—Chas. B. Hillesheim has resigned as mgr. of the New Ulm Farmers Elvtr. Co.

Willmar, Minn.—The Willmar Farmers Elvtr. Co. is disbanding the old corporation and organizing a new one.

Parkers Prairie, Minn.—Waller Heuwee has succeeded J. D. Franklin as mgr. of the Farmers Equity Elvtr. Co.

Bongards, Minn.—N. J. Hennen of Rhame, N. D., has bot the elvtr. formerly operated by the Equity Co-op. Exchange.

Glenwood, Minn.—Frank Frederick has been engaged as mgr. of the Glenwood Farmers Elvtr. Co. for the coming year.

Duluth, Minn.—I intend to continue in the grain business; have merely quit financing the country end of it.—Thos. Gibson.

Ortonville, Minn.—J. R. Maurice of Atwater is now mgr. of the Farmers Elvtr. Co., succeeding H. M. Velde who has bot an elvtr. at Wendell.

Windom, Minn.—The grain office of the Frazer-Smith Co., which has been closed for several months, has opened again with Al Larson in charge.

Nicolett, Minn.—Tom Winger of Appleton has taken the place of Emil G. Wilkens as mgr. of the Atlas Elvtr. Co. Mr. Wilkens will engage in a general merchandising business here.

Watertown, Minn.—Albert Thorson has succeeded O. A. Denzel as mgr. of the Farmers Co-op. Elvtr. Co. The latter is now mgr. of the elvtr. of the Hiawatha Grain Co. at Minneapolis.

Moorhead, Minn.—The recently organized Red River Elvtr. Co. will operate elvtrs. at Baker and Kent. Tho the incorporators are the owners of the Moorhead Farmers Elvtr. Co., the new concern is to be a separate organization.

Gibbon, Minn.—Robert E. Pless, former prop. of the Gibbon Roller Mill, and Martin Dybedal have formed a partnership and will conduct a feed grinding and retail flour business. The mill which burned several months ago is being replaced.

MINNEAPOLIS LETTER.

W. A. Gregory of the Gregory-Jennison Co. is recovering from an appendicitis operation.

Henry Hach, formerly a member of the firm of Chas. E. Lewis & Co., died recently at the age of 69.

O. A. Denzel of Watertown will manage the elvtr. of the Hiawatha Grain Co., which was recently bot from E. L. Phelps & Co.

The Haertel-Phelps Co. has leased a warehouse and bot one in St. Cloud which will be used until a suitable elvtr. is secured here.

Geo. Aylsworth, formerly a partner in the Goetzmann-Aylsworth Grain Co., has gone to Kansas City where he has leased an elvtr. for operation.

The G. A. Haertel Co. and the E. L. Phelps Co. merged on July 1 under the firm name of the Haertel-Phelps Co., and will have headquarters in the Corn Exchange building. They will deal in grain and feed in straight or mixed cars.

Under the authority given by Rule 43, a sampling department will be established by the Chamber of Commerce. A charge of 50c per sample will be made until further action by the directors. The com'te on sampling is E. E. Mitchell, C. H. Burdick and E. S. Ferguson. Appointees for a 2-year term are J. E. Getchell, Geo. P. Case, John T. Culhane and James A. Gould.

MISSOURI

Carthage, Mo.—C. C. Smith, formerly of Paris, Tex., is now mgr. of the McDaniel Mlg. Co.

Hughesville, Mo.—Goode & Harriman have equipped their elvtr. with lightning protection.

Smithton, Mo.—The elvtr. of the Farmers Elvtr. Co. is now equipped with lightning protection.

Dalton, Mo.—We are doing some repairing on our elvtr., which will be completed by harvest.—Farmers Elvtr. Co.

Joplin, Mo.—The plant of the Brand-Dunwoody Mlg. Co. was slightly damaged by a windstorm on June 20.

Hume, Mo.—W. C. Foster, Sr., has bot the interest of his partner, R. L. Cox, in the Farmers Elvtr. & Lumber Yard, and will be active mgr.

Marionville, Mo.—The lease of Fireston & Anderson, operating as the Marionville Mill & Feed Co., expired, and I am now the only dealer here.—W. H. Bradford.

St. Louis, Mo.—W. T. Brooking, pres. of the Marshall Hall Grain Co., was injured July 1 when his automobile overturned as he was returning alone from a business trip to Denver.

Trenton, Mo.—We have installed electricity in addition to our Fairbanks-Morse Oil Engine. We intend to install new machinery in the near future and are also planning to build an up-to-date elvtr.—B. H. Ralston, Ralston Mlg. Co.

St. Louis, Mo.—New members recently elected in the Merchants Exchange are John A. Low, Robert N. Walker and Chas. H. Kensler. The memberships of Harry Lesser, James E. Compton and Robert W. Fenwick have been transferred.

KANSAS CITY LETTER.

J. Haussman has applied for membership in the Board of Trade on transfer of Simon Mayer.

The Chicago Alton Railroad plans to enlarge its elvtr. from 1,250,000-bu. capacity to 2,000,000-bu.

John Fennelly, formerly vice-pres. and treas. of the Hall-Baker Grain Co., has gone to England, Ireland and Scotland for a three-months' trip.

The flour mill of the Washburn-Crosby Mill at East Bottoms was damaged somewhat by a fire which started in a flour bin. About \$1,600 damage was done.

A. W. McKenzie, formerly wheat buyer for the Kaw Grain & Elvtr. Co., now out of business, is mgr. of the mlg. wheat department of the Moore-Seaver Grain Co.

The new addition to the Wabash elvtr. is now completed. It added 1¼ million bus. capacity to the plant, making the total 2¼ million. The new house is thoroly equipped with all modern facilities for handling grain, including automatic car dumps.

The radio com'ite of the Board of Trade makes the following statement: "Since the general change of wave lengths some complaints have come regarding the radio reception of Kansas City markets. WHB now broadcasts on 236.90 meters. Try adjusting receiving sets accordingly."

Geo. A. Aylsworth has announced the formation of the Great Western Elvtr. Co. to lease and operate the Chicago Great Western elvtr. Mr. Aylsworth will be pres. and general mgr. of the new company with office in the Board of Trade building. The Great Western elvtr. has been operated by the Hall-Baker Grain Co.

The proposed amendment to the Board of Trade rules that would have given the exchange supervision of plants desiring to purchase grain from local members on destination weights was defeated by a vote of 84 to 45. An amendment clarifying the rules and making legal the method of settling the value of grains by auction on the floor was adopted.

MONTANA

Stanford, Mont.—We have installed a new air dump and overhauled our elvtr.—Rocky Mountain Elvtr. Co.

Shelby, Mont.—The St. Anthony & Dakota Elvtr. Co. has an elvtr. at this place but it is not in operation.—X.

Scobey, Mont.—We are installing a Fairbanks-Morse Y Type Diesel Engine in our mill.—Marquis Flour Mlg. Co.

Flaxville, Mont.—W. C. Wharton has resigned his position with the Farmers Elvtr. Co., and has been succeeded by Mr. Flangel.

Outlook, Mont.—The Farmers Elvtr. Co. will install electrical equipment in one of its two houses and possibly a new type hammer mill.—T. J. L.

Homestead, Mont.—The Farmers Elvtr. Co. is replacing its engine with electric motors and installing a hammer feed mill. The installation is being made by E. R. Larson of Scobey for the Fairbanks-Morse Co.—T. J. Larson.

Broadview, Mont.—D. W. Hunter, who has been mgr. of the Farmers Elvtr. for the past 13 years, has resigned. He intends to look over the towns on a new line of railroad in Montana with a view of building an elvtr. of his own.

Lewistown, Mont.—We know nothing about the incorporation of a company to engage in the grain business here. This company or anyone interested in it is not interested in any company in Montana.—Western Lumber & Grain Co., Bowman, N. D.

Antelope, Mont.—H. R. Larson, mgr. of the Farmers Elvtr. Co., has accepted a position with the Atwood-Larson Co. as traveling representative, and has made the first rounds of his territory, accompanied by M. R. Nelson, general supt.—T. J. Larson.

New members of the Montana unit of the North Dakota Grain Dealers' Ass'n are: Farmers Co-op. Elvtr. Co., Hingham; Farmers Co-op. Elvtr. Co., Denton; Farmers Elvtr. Co., Homestead; Glasgow Flour Mills Co., Glasgow; Scobey Flour Mills, Scobey.—Sec'y P. A. Lee.

Cascade, Mont.—The new warehouse and addition to the mill of the Cascade Mlg. & Elvtr. Co. has been completed. The installation of machinery and new improvements bring the expenditure to \$40,000. The mill now has a capacity of 600 bbls. The new warehouse is of corrugated iron, 96x32 ft.

Great Falls, Mont.—Due to conditions in Montana this year we have found it necessary to change the place and dates of our 1927 convention, which will now be held at the Rainbow Hotel, Great Falls, Montana, on July 15 and 16. Some of the important matters coming before the meeting are as follows: Interest charges on advances made on stored wheat; complying with the interest law which governs the collection of storage charges by public warehousemen; reporting storage wheat to county assessors; an equitable method for taxing all grain handled through public warehouses the abolishing of the excise tax on option trades.—Northwestern Grain Dealers Ass'n, by S. Swearingen.

NEBRASKA

Gordon, Neb.—The Gordon Grain Co. has installed a manlift.

Eustis, Neb.—J. W. Velte is mgr. of the Farmers Elvtr. Co.

Richland, Neb.—The Farmers Union Co-op. Ass'n is repairing its elvtr.

Hendley, Neb.—G. W. Query has resigned as mgr. of the Farmers Business Ass'n.

Bloomfield, Neb.—J. J. Mullaney has painted his elvtr. and enlarged his coal sheds.

Oxford, Neb.—The Farmers Exchange has installed a gravity truck dump in its plant.

Dalton, Neb.—The Western Grain Co. has just completed an up-to-date elvtr. here.

Kearney, Neb.—The Kearney Grain Co. has moved to new quarters at the corner of Railroad St. and Central Ave.

Inland, Neb.—Lars Hansen is now mgr. of the Nebraska Farmers Union Co-op. Ass'n.

Tecumseh, Neb.—A. B. Chittenden has had his elvtr. equipped with lightning protection.

Culbertson, Neb.—The Culbertson Equity Exchange now handles gasoline and oils as a sideline.

Obert, Neb.—The J. J. Mullaney elvtr. has been repainted, and a feed house built at the plant.

Farnam, Neb.—The Farmers Co-op. Ass'n has added the handling of gasoline and oils to its sidelines.

Fordyce, Neb.—J. J. Mullaney has built a feed warehouse at his plant and also enlarged the coal sheds.

Newman Grove, Neb.—The Crowell Lumber & Grain Co. recently installed a new hammer mill in its plant.

Norman, Neb.—The Hynes Elvtr. Co. has opened its elvtr. here with Mr. McCashland of Lebanon in charge.

Brownson (Sidney p. o.), Neb.—E. H. Cortney has resigned as mgr. of the Farmers Union Co-op. Ass'n.—F. K.

Hastings, Neb.—W. A. Howard will reopen his grain office here and represent the Trans-Mississippi Grain Co.

Yanka (Brainard p. o.), Neb.—Jerry Zak is now mgr. of the Farmers Grain Co., having succeeded C. M. Kinzler.

Fairmont, Neb.—W. W. Oldham is now mgr. of the Hynes Grain Elvtr., which has been closed for several months.

Omaha, Neb.—W. F. Shepard of Sioux City, Ia., is now with the Trans-Mississippi Grain Co. as traveling representative.

Hastings, Neb.—I am no longer with the Wheat Growers Ass'n, and am doing accounting work again.—Fred Kochrow.

Venango, Neb.—The Farmers Union Co-op. Grain Co. has built new coal sheds. Gasoline has recently been added as a sideline.

Lewiston, Neb.—E. L. Stone has resigned as mgr. of the Derby Grain Co. to accept a similar position with the Nye & Jenks Co. at Diller.

Arbor (Davey p. o.), Neb.—C. M. Kinzler of Yanka (Brainard p. o.) has succeeded I. E. Bowker as mgr. of the Arbor Co-op. Grain Co.

Juniata, Neb.—E. P. Hubbard, mgr. of the Juniata Grain & Livestock Ass'n, has organized a co-op. gasoline company with 400 members.

Axtell, Neb.—The Axtell Grain & Elvtr. Co. has repaired its elvtr. and installed a truck dump. Twine and fence posts have been added as sidelines.

Omaha, Neb.—C. W. Lyman, a pioneer grain man of the city, died recently at the age of 85. He was engaged in the grain business here from 1865 to 1878.

Rising City, Neb.—The J. F. Grosshans Grain & Lumber Co. has bot the Uptide elvtr. and it will be managed by F. J. Grosshans. An air pressure dump has been installed.

Superior, Neb.—Elliott & Myers have filed a petition in bankruptcy. The firm had been in the grain business here for more than 20 years and also operated an elvtr. at Smyrna.

Omaha, Neb.—Myrtle H. Jones, who traveled in Kansas and Nebraska for several years for the Uptide Grain Co., is now with Swift & Co. in Chicago in their Vigoro department.

Minden, Neb.—We have installed a truck dump, built a warehouse, painted the elvtr. and otherwise improved the property.—L. E. Sanders, mgr., Farmers Grain & Supply Co.

Glenwood Park (Kearney p. o.), Neb.—The Glenwood Co-op. Elvtr. Co. has succeeded the Farmers Grain & Livestock Co. here, the new organization buying the property of the old company.

Blue Springs, Neb.—The elvtr. being built by the Farmers Union Co-op. Co. will be completed for the new harvest. It will have a capacity of 18,000-bu. A feed grinder is also being installed.

Scottsbluff, Neb.—The Mead Mlg. Co. has let the contract to the Western Engineering Co. for a 25,000-bu. grain elvtr. It will be the latest design, iron-clad, and with all electrical equipment. Work will be completed about Sept. 1.

BUCKETS



Our line of Grain Elevator Buckets is complete.

We carry a complete line of Grain Elevator Machinery.

American Machinery & Supply Co.
Omaha, Nebr.

Howe Scales

Kewanee Dumps

Papillion, Neb.—G. E. Nipp, formerly mgr. and pres. of the Puritan Manufacturing & Supply Co., has bot the Papillion Flour & Feed Mills. He will manufacture feeds of all kinds and flour later.

Friend, Neb.—Have recently put in a truck dump, floored the driveway and otherwise improved the elvtr., making ready for the big wheat crop.—J. W. Ahern, mgr., Farmers Union Co-op. Co.

Gordon, Neb.—Ross Magowan has succeeded K. C. Matheson as mgr. of the Farmers Co-op. Grain Co. Mr. Matheson has accepted a position as mgr. of the Harris Grain Co. at Whitney.—Farmers Co-op. Grain Co.

A com'ite has recently been touring Nebraska and Colorado making arrangements for the Burlington wheat smut train in August. Frank P. Manchester, sec'y of the Omaha Grain Exchange, is a member of the com'ite.

Minden, Neb.—The Minden Grain Co. reopened its elvtr. July 1. The Nebraska-Iowa Grain Co., which has had its elvtr. closed for 6 years, will reopen it this summer. The latter company has installed new equipment.—P.

NEW ENGLAND

Middletown, Conn.—Chas. M. Park has succeeded Jacob P. Schilling as mgr. of the Coles Grain Co.

Framingham, Mass.—The elvtr. of J. Cushing & Co. was destroyed by fire recently. Over \$10,000 worth of contents was burned.

Portland, Me.—Wm. B. Adie, 56, sales mgr. for the Eastern Grain Co., committed suicide June 28 by shooting himself. Worry over ill health is given as the cause.

NEW JERSEY

Jersey City, N. J.—The new electrically operated grain elvtr. of the Pennsylvania Railroad was placed in operation recently.

NEW MEXICO

Maize, N. Mex.—The Clovis Mill & Elvtr. Co. is building a 10,000-bu. elvtr. here to be completed for this year's crop.

NEW YORK

Pleasantville, N. Y.—A warehouse belonging to Lane, Eaton & Smith was destroyed by fire recently.

Buffalo, N. Y.—A. A. Voss, who was with the Armour Grain Co. for 25 years, is now with the McConnell Grain Co.

Buffalo, N. Y.—The Hecker-Jones-Jewell Co. has awarded contract to the A. E. Baxter Engineering Co. for a new mill and elvtr.

New York, N. Y.—The Uhlmann Grain Co., of which E. S. McDonough is local mgr., has moved into new offices in the Produce Exchange building.

Buffalo, N. Y.—Edward H. Stichel, 64, sec'y-treas. of Spencer Kellogg & Sons, Inc., died June 29 after an illness of eight weeks. He had been with the company for 19 years.

New York, N. Y.—Lyndon Arnold, 68, supt. of the Produce Exchange for the past 5 years, died June 24. He had been a member since 1880. He leaves his wife and a married daughter.

NORTH DAKOTA

Medberry, N. D.—The elvtrs. here are all closed at present.—X.

Ayr, N. D.—J. E. Law is now mgr. of the Ayr Farmers Co-op. Elvtr. Co.

Crocus, N. D.—P. P. Cowan has succeeded H. A. Coe as mgr. of the Farmers Co-op. Elvtr. Co.

Souris, N. D.—The Souris Co-op. Elvtr. Co. will remodel its elvtr. and increase the capacity.

Berthold, N. D.—W. H. Sparrow of Lone Tree will succeed F. E. Carlson as mgr. of the Farmers Elvtr.

Lone Tree, N. D.—F. E. Carlson of Berthold will succeed W. H. Sparrow as mgr. of the Farmers Elvtr.

Stevenson (Wahpeton p. o.), N. D.—The elvtr. of Ira G. Moats burned recently. It contained considerable grain.

Cuba, N. D.—The Farmers Elvtr. burned June 21. The blaze is that to have started in the engine room. Loss, \$10,000.

Forman, N. D.—E. N. Rice has resigned as mgr. of the Farmers Co-op. Elvtr. Co. He is succeeded by O. T. Mollerup.

Emerado, N. D.—The roof of the elvtr. of the Emerado Farmers Co-op. Elvtr. Co. was damaged by a windstorm on June 29.

Edmore, N. D.—P. O. Christianson of Grand Forks has succeeded J. H. Gullickson as mgr. of the Farmers Shipping & Supply Co.

Reynolds, N. D.—J. P. Bronken has resigned his position with the Independent Elvtr. to become buyer for the Farmers Elvtr. Co.

Gronna (Rolla p. o.), N. D.—The Gronna Equity Elvtr. Co. will make some improvements on its elvtr. A disc cleaner was installed this spring.

Carpio, N. D.—Bert Amdahl, former mgr. of the Farmers Elvtr. Co. at Martin, has bot the elvtr. of the Equity Co-op. Exchange and will operate it.

Falkirk, N. D.—C. J. Samuelson has resigned as mgr. of the Farmers Union Elvtr. & Mercantile Co. Segfred Holmberg of Benedict will succeed him.

Cogswell, N. D.—John Tompt has resigned as mgr. of the Farmers Elvtr. Co. and will travel for Benson Quinn & Co. I. R. Olson has succeeded Mr. Tompt here.

Rock Lake, N. D.—A. J. Scheer of Hamberg has succeeded C. J. Tattle as mgr. of the Rock Lake Farmers Elvtr. Co. Mr. Tattle has bot an elvtr. at Clyde and will operate it.

Minnewaukan, N. D.—The Wheat Growers Warehouse Co. has bot the Plummer double house elvtr. here, also elvtrs. at Hannaford and Niles (Leeds p. o.). All will be repaired and used by members of the North Dakota Wheat Growers' Ass'n.

Rhame, N. D.—O. T. Griffiths has succeeded N. J. Hennin as mgr. of the Farmers Equity Union. Mr. Hennin has bot an elvtr. at Bongards, Minn., which he will operate. Mr. Griffiths was formerly with the Atwood-Larson Commission Co.—F. J. Weir.

New members of the North Dakota Grain Dealers' Ass'n are: Farmers Elvtr. Co., Granville; A. C. Wiper, Bowbells; Schuler Elvtr., Munich; Equity Farmers Elvtr. & Trading Co., Coalharbor; Martin Bourgois Elvtr., Baldwin; Beach Co-op. Grain Co., Beach.—Sec'y P. A. Lee.

Grafton, N. D.—The Grafton Roller Mill Co., which closed several weeks ago, has been adjudicated bankrupt. Its assets are listed at \$156,049 and its liabilities at \$166,414. The closing of a bank on May 24 started the financial difficulties of the mill. The mill also has two elvtrs.

OHIO

Toledo, O.—The Imperial Grain & Mlg. Co. is painting its plant.

West Lafayette, O.—The Hanley Mlg. Co. is installing a Sidney Power Feeder for its mill.

Cloverdale, O.—The plant of Raabe Bros. was damaged to the extent of \$4,000 by a recent fire.

Shelby, O.—The plant of the Shelby Equity Exchange was slightly damaged by fire on June 17.

Sidney, O.—We will install a Sidney Cracker, Corn Grader and Feed Mixer.—Miami Valley Grain Co.

Elmira, O.—The Elmira Elvtr. Co. is installing a Sidney Sheller, overhead dump and other equipment.

Beach City, O.—The Duncan Elvtr. Co. is installing a Sidney Vertical Mixer and other equipment.

Luckey, O.—The Luckey Farmers Exchange Co. plans to install a coal unloader at its Woodville station.

Chillicothe, O.—The Standard Elvtr. & Supply Co. has installed a Western Roller Bearing Corn Sheller.

Ingomar, O.—The Mineralized Yeast Mills incorporated; capital, \$15,000; to operate a grain elvtr. and deal in grain products, feeds, etc., by Raymond O. Klepinger, Walter Klepinger and Loretta Coast.

Boughtonville, O.—The Boughtonville Farmers Exchange Co. is considering installing a coal unloader.

Troy, O.—C. T. Morris, formerly of Aurora, Mo., is now supt. of the Allen & Wheeler plant, which includes an elvtr.

Greenwich, O.—We are installing a No. 4 hammer mill and a Sidney Power Feeder.—Greenwich Mill & Elvtr. Co.

Duvall, O.—The Teegardin Grain Co. is installing a McMillin Wagon and Truck Dump with motor and silent chain.

Conover, O.—We are installing a McMillen Truck Dump in our elvtr., furnished by John Troester.—Conover Grain Co.

Westerville, O.—The Westerville Farmers Exchange Co. has built an addition to its office and installed a hammer mill.

Rossburg, O.—We have installed and have in operation a 26-in. Bauer Attrition Motor Driven Mill.—Buckland Mlg. Co.

Campbellstown, O.—Have installed a manlift at my elvtr. here and also at New Hope (Campbellstown p. o.).—J. M. Armacost.

Bryan, O.—The Bryan Farmers Co-op. Grain & Supply Co. will install a McMillin Wagon and Truck Dump with Silent Chain and Motor.

McComb, O.—The McComb Farmers Elvtr. Co. is installing new belt and buckets, clutch and other equipment furnished by the Union Iron Works.

La Rue, O.—Chas. Bayman of Black Lick has bot an interest in the La Rue Grain & Supply Co. and will take an active part in its management.

Columbus Grove, O.—Eikenbary & Son are replacing the electric motor in their plant with a crude-oil engine which will supply the power for operation.

Pleasant Corners (Grove City p. o.), O.—I have bot the elvtr. from Gwinn Bros. & Co. of Huntington, W. Va., and will handle such sidelines as go with the elvtr. business.—C. W. Gaul.

Lilly Chapel, O.—We are going to publish a 12-page special edition of the Madison County Press on the completion of a \$15,000 addition to our elvtr. plant in the way of a Randolph Direct Heat Drier, Globe Air Dump, Fairbanks Truck Scales and a brick cob burner. We have also just completed the installation of lightning rods.—Sark & Plum.

Greenville, O.—We are adding to the grain storage tanks which were left by the fire of the Soyco Mills. We will have a capacity of 55,000 bus. not counting the corn crib that will be built eventually. Will have all modern grain handling equipment, having let the contract to the Sidney Grain Machinery Co. The new firm is J. C. Cole & Co.—J. C. Cole & Co.

OKLAHOMA

Perry, Okla.—The Perry Mill & Elvtr. Co. is repainting its plant.

Temple, Okla.—The McDonald Grain Co. is enlarging its office space.

Welch, Okla.—John Schenk, Jr., has bot the elvtr. of the Welch Grain Co. here.

Snyder, Okla.—There is a scooper here. Wallace & Robinson are regular dealers.

Covington, Okla.—The Perry Mill & Elvtr. Co. has bot the elvtr. of W. B. Johnston.

Shea (Fairmont p. o.), Okla.—The G. B. R. Smith Mlg. Co. has bot the elvtr. of the Enid Mlg. Co.

Helena, Okla.—The West Elvtr. of the Enid Mlg. Co. was slightly damaged by a windstorm on June 12.

Strong City, Okla.—The Roger Mills County Co-op. Ass'n is repainting its buildings here and also at Hammon.

Sentinel, Okla.—A scooper is operating here. The regular dealers are Corbin Grain Co., Reiter Grain Co. and Farmers Co-op. Ass'n.

Yukon, Okla.—The 10,000-bu. elvtr. of the Oklahoma City Mill & Elvtr. Co. is now completed. W. Z. Thomason of Richland is mgr.

Hancock (McComb p. o.), Okla.—The Hancock elvtr. of the McComb Farmers Elvtr. Co. is being repaired and an electric motor will be installed.

Nash, Okla.—Clyde Tucker and Ira Wilson have leased the Jake Anderson elvtr., formerly operated as the Home Grain Co., and will operate it this season.

Lahoma, Okla.—The Farmers Elvtr. Co. has installed an electric motor.

Lone Wolf, Okla.—There is a scooper operating here. The only regular dealers are Chickasha Mlg. Co., Farmers Elvtr. Co., A. Holman and W. E. McCarrick.

Medford, Okla.—Elvtrs. in Grant County have been ordered to remain closed on Sunday by the county attorney, following complaints that grain was being bot on that day.

Hydro, Okla.—There are two scoopers operating here. Hydro Seed & Grain Co., El Reno Mill & Elvtr. Co. and the Farmers Union Exchange are the regular dealers.

Porter, Okla.—John Hubbs caught his left arm in a belt at the C. N. Nunn elvtr. recently and broke it in two places below the elbow. He was putting dressing on the belt.

Oklahoma City, Okla.—The Chamber of Commerce is making progress in its plans toward establishing a 1,000,000-bu. grain elvtr. here, according to officers of the organization.

Waynoka, Okla.—We have installed a truck dump and made a number of other improvements to our plant.—Brought & Brought. (This firm has succeeded the Alva Roller Mills.)

Ardmore, Okla.—The Ardmore Flour & Feed Co., a grain elvtr. firm, has been incorporated. W. G. Grubbs is pres.; Dr. Chas. C. Lynch is vice-pres., and Hugo Stromberg, sec'y-treas.

Lindsay, Okla.—Thieves broke into my office the night of June 23, hauled my safe out into a corn field, broke open the door and stole \$50. Some notes and books were unharmed.—J. H. Pruitt.

OREGON

Adams, Ore.—F. S. Curl has completed his 75,000-bu. grain elvtr.

Freewater, Ore.—D. W. Wade, formerly of the Preston-Shaffer Mlg. Co., Waitsburg, Wash., has succeeded H. S. Murray as mgr. of the Peacock Mill Co.

Portland, Ore.—The Port Commission recently reduced the charges on sacked grain from 30 to 25c on grain handled over the municipal terminals. This places the sack rate on a parity with Astoria and Seattle.

Astoria, Ore.—M. E. Arnold has been employed as supt. of our grain department, succeeding R. G. Hunt, who is now employed in a similar capacity by the Port of Seattle. Mr. Arnold has been supervisor of inspection for the state of California for the past three years. Prior to that time he had many years' experience in the northwest with various grain exporting and mlg. concerns.—W. H. Nelson, traffic mgr., Port of Astoria.

PENNSYLVANIA

Galeton, Pa.—The Pine Creek Mills incorporated; capital stock, \$150,000; by T. R. Quick of the Galeton Banking Co.

Philadelphia, Pa.—Geo. Ridley Yarrow, Elkins Park, the oldest member of the Commercial Exchange, died June 28. He was born in 1848. Until his retirement 15 years ago he conducted a grain brokerage business.

SOUTH DAKOTA

Tea, S. D.—J. P. Olson has had his plant equipped with lightning protection.

Brookings, S. D.—Geo. P. Sexauer & Son have made considerable improvements to their local plant.

Willow Lake, S. D.—The Farmers Elvtr. Co. is installing new motors and other equipment in its plant.

Chelsea, S. D.—The Chelsea Grain Co. is building a new plant to replace the one that burned in January.

Florence, S. D.—L. J. Nickolson has resigned as mgr. of the Great Western Elvtr. His place has been taken by M. G. Trautner of Lake City.

Ardmore, S. D.—Kern & Chleq will build a 5,000-bu. elvtr. here this summer. It will be of wood and concrete and will be ready for the 1927 wheat crop.

Adelaide (Conde p. o.), S. D.—The Farmers Union Elvtr. Co. of Aberdeen has bot the McBath Grain & Elvtr. Co. at this place, and now owns both elvtrs. here.

Firesteel, S. D.—The Farmers Elvtr. burned recently.

Colton, S. D.—T. B. Martin and the Madison Grain Co. have consolidated and the business will be conducted under the latter name. A truck dump scale was recently installed in the plant.

Sherman, S. D.—A settlement has been reached in the case of the Midwest Farmers Mutual Insurance Co. vs. the Great Northern R. R. Co. to recover damages for the burning of the elvtr. of the Farmers Elvtr. Co. in 1922. The fire was caused by sparks from a weed fire started by a section hand. It is said the company paid \$16,946.73 in damages.

Philip, S. D.—The Farmers Co-op. Co. and The Farmers Union have merged and a new corporation will be formed to operate under the name Union Marketing Ass'n. Contract has been let to the L. D. Wait Co. for an elvtr. building to replace the one destroyed by fire last fall. It will be a 25,000-bu. house with the latest machinery. Contract has also been given for a disc cleaner building to be completed by August 15.

SOUTHEAST

Huntington, W. Va.—We have sold our elvtr. at Pleasant Corner, O., to Carl W. Graul.—Gwinn Bros. & Co.

Jacksonville, Fla.—Laurence P. Leggett, U. S. licensed grain inspector, has been appointed grain inspector for the hay and grain division of the Chamber of Commerce to succeed W. H. Binkley, resigned. Mr. Leggett has formerly been connected with the inspection departments of the New Orleans Board of Trade and the Houston Merchants Exchange.

TENNESSEE

Memphis, Tenn.—E. E. Buxton, grain broker, has been quite ill with the flu.

Johnson City, Tenn.—Construction work has started on the plant of a new flour mill which will cost about \$60,000. It will be modernly equipped and will have a capacity of 200 bbls. per day.

Nashville, Tenn.—Wm. R. Bryan, 71, for many years in the grain business as senior member of W. R. Bryan & Co., died June 15 after a brief illness. He leaves a son and a daughter.

Nashville, Tenn.—We are building additional grain storage facilities at our plant here. The elvtr. will be of concrete construction, the work being done by the Jones-Hettelsater Construction Co. This elvtr. will increase our storage facilities by some 200,000 bus.—Ralston Purina Co.

Nashville, Tenn.—We have bot and took possession of Elvtr. B from J. R. Hale & Son, together with their new concrete storage tanks of 515,000-bu. This with our other plant will give us a capacity of 1,000,000-bu. Both plants are bonded under the United States Warehouse Act. We are now building and will have completed within 30 days a large drier and an oats bleacher of 2,000 bus. per hour capacity. J. R. Hale & Son will continue to operate a grain business, having retained their Elvtr. A, together with their warehouses. We have arrangements with them to take care of their storage requirements.—Nashville Warehouse & Elvtr. Corp.

Memphis, Tenn.—The Crowell Elvtr. Co. and the Maney Grain Co. were losers in a chancellor's decision, while a Kansas bank profited to the extent of \$12,000. The two companies shipped 4 carloads of grain several months ago to Fair, Hinshaw & Co., a Kansas grain concern. The shipment was made on a B/L with sight draft attached. The Kansas concern gave a check for the invoice, approximately \$12,000, and discounted the negotiable B/L at the Watkins National Bank, Lawrence, Kan. In the meantime the bank upon which the check was drawn failed and payment of the paper stopped. The Watkins National Bank re-assigned the shipment to the E. E. Buxton Co. of this city, and the original shippers sought to replevin the corn or the funds paid by Buxton for the shipment. According to the chancellor the bank acted in good faith when the B/L was bot and had no knowledge of the shippers' accusations that Fair, Hinshaw & Co. were "kiting" checks.

TEXAS

Quitaque, Tex.—Glenn Wise is building an elvtr. and feed house.

Galveston, Tex.—The Galveston Wharf Co. has overhauled Elvtr. B and reopened it.

Amarillo, Tex.—James E. Bennett & Co. have opened an office here, which will be in charge of Henry Thomas.

Amarillo, Tex.—The Uhlmann Grain Co. has opened a grain, stock and cotton office with Tom A. King as local mgr.

Celina, Tex.—The Celina Mill & Elvtr. Co. has installed a grader and mixer for use in manufacturing poultry feeds.

Dublin, Tex.—F. A. Duke has resigned his position with the Dublin flour mill and opened a wholesale grain business.

Hico, Tex.—We are operating the elvtr. here which belongs to J. F. Wieser & Co.—H. M. Wieser, owner, Hamilton Mill & Elvtr. Co.

Sherman, Tex.—The G. B. R. Smith Mlg. Co., headquarters here, recently bot the elvtr. of the Enid Mlg. Co. at Shea (Fairmont p. o.), Okla.

McGregor, Tex.—E. W. Crouch has bot the stock of J. F. Cavitt in the McGregor Mlg. & Grain Co. and now holds the controlling interest.

Jacksboro, Tex.—The Jacksboro Mill & Elvtr. Co. has installed an electric corn sheller which separates the grain from the shucks, cobs and chaff.

Electra, Tex.—The Electra Wheat Growers Ass'n has bot the Red Elvtr. from the Kell Mlg. Co. of Wichita Falls. Fred S. Killer will manage the elvtr.

Lockney, Tex.—The Home Grain Co., owned by the Henderson Grain Co. of Fort Worth, has opened the elvtr. for the grain season with W. T. Armstrong of Plainview as mgr.

UTAH

Ogden, Utah.—H. P. Iverson was re-elected pres. of the Grain Exchange at the annual meeting recently. W. H. Berrett is vice pres.; B. L. Slack, sec'y treas.; E. R. Alton, Marion R. Sherwood, C. J. Baker, S. N. Nelson, L. S. Beckett and J. J. Neville, directors.

WASHINGTON

Seattle, Wash.—W. J. Macdonald & Co., grain dealers, will move to Spokane on July 15.

Toppenish, Wash.—The Alfalfa Products Co. will rebuild its plant recently destroyed by fire.

Seattle, Wash.—Ernest T. Freepons and H. M. Herrin & Co. have been elected to membership in the Clearing House of the Merchants Exchange.

Marcellus, Wash.—F. F. Wollenberg has resigned as mgr. of the Marcellus Farmers Elvtr. Co. and will go to Edwall to take charge of the elvtr. there. Geo. Andreen, who has been employed at the Ritzville Flouring Mills at Ritzville, will take charge of the warehouse here.

Seattle, Wash.—H. S. Murray and John R. Barnes, formerly with the Peacock Mill Co. of Freewater, Ore., have formed the Inland Grain Co., which will handle the sale of flour, feed and grain for the Peacock company in the local territory. It will operate its own chop mill and buy and sell grain.

Seattle, Wash.—The Port of Seattle, a municipal corporation, thru its port commission recently let the contract to the firm of Albertson, Cornell Bros. & Walsh for the erection of a reinforced concrete grain elvtr. storage annex to the Hanford Street elvtr. It will have a capacity of 500,000 bus. and cost \$150,900. The contract calls for completion by Aug. 22. The elvtr. will then have a capacity of 1,500,000 bus. In addition to the above contract approximately \$150,000 is being expended in providing additional legs, scales, washers and other equipment, including an additional gallery for loading ships. All of the work will be completed prior to the 1927 grain shipping season.—H. W. Davies, ass't sec'y, Port of Seattle.

WISCONSIN

Marathon, Wis.—There is a scoop shovel shipper here.—Paul Rajek.

Galesville, Wis.—There are six scoop shovelers operating here.—Reitman-Davis Mill Co.

Taylor, Wis.—Ed. F. Stiles has entered the grain business here.—Overby & Farmers Grain Co.

Marshfield, Wis.—There is a scoop shoveler here and also one at Arpin.—Farmers Co-op. Co.

Rhineland, Wis.—There is a scoop shovel dealer operating at Roosevelt, just out of our city.—Northern Hay & Grain Co.

Milwaukee, Wis.—Clement B. Stern, former vice-pres. of Bernard Stern & Sons, operators of the Atlas Flour Mills, died recently at his home in San Diego, Cal., where he had lived the past 14 years.

Middleton, Wis.—Our scoop shovel competitor is the Wisconsin Farm Bureau. It has no storage and unloads out of cars. Our firm and that of W. Hoffman are both regular dealers, having been in business here for over 30 years.—Green Grain & Feed Co.

Antigo, Wis.—The Wisconsin Railway Commission has dismissed the petition of F. W. Uphoven for an order requiring the Chicago & North Western Railway Co. to renew the lease on the elvtr. operated by him. The railroad wants the elvtr. removed because it obstructs the view of the track to vehicles.

Superior, Wis.—The Wisconsin Grain & Warehouse Commission, now stationed here and in control of weighing and inspecting grain at local elvtrs., may be discontinued and its affairs placed in the hands of the state commissioner of agriculture at Madison, if a reorganization plan now before the state legislature carries.

Little Chute, Wis.—We are going to install corn cracking and feed mixing machines.—Little Chute Elvtr. Co.

Milwaukee, Wis.—David G. Owen, 70, pres. of Owen & Brothers Co., died June 29. He had been in the grain business here for about 50 years. He is survived by his wife, two sons and a daughter.

Amery, Wis.—A corporation has been formed with a capital of \$150,000, under the name Northern Supply Co. Retail Stores, Inc. John Langenbach is pres.; E. M. Fay, vice-pres.; and S. M. Lien, sec'y-treas. This is a separate corporation from the Northern Supply Co. The new corporation will operate retail stores and do custom grinding at the 13 stations where Northern Supply Co. formerly operated buying stations. This section has turned into a dairy country and consequently there is considerable grain and feed shipped in instead of grain being sold.—Northern Supply Co.

WYOMING

Casper, Wyo.—James E. Bennett & Co. have opened a branch office here with J. P. Creitz in charge.

Northwest Wheat for Export Trade

By H. A. Martin, Portland, Ore., before Pacific Northwest Grain Dealers Ass'n at Lewiston, Idaho

It has been a long time since April 24, 1869, when Joseph Watt, the Yamhill county farmer, floated a small parcel of wheat on a flat boat down the Yamhill and Willamette Rivers to Portland, where it was loaded on a crude sailing craft, floated out of the Columbia River, and sailed around Cape Horn to London.

It also has been some time since 1893, when there slid from the ways of Leith, Scotland, a four-masted bark, the finest of her day and class, which was christened Royal Fourth and which, on her maiden trip, sailed for the Pacific Coast of the United States for a cargo of wheat. When this cargo of 5,000 tons—which was the largest single shipment that had been made from this territory up to this time—sailed for Europe it marked not only a new era in wheat exporting from this part of the country, but also the beginning of the career of one of the well-known wheat exporters of the Pacific Coast.

Since the completion of the Panama Canal, the Pacific Northwest has attained the position of one of the leading wheat exporting districts of the United States. There is certainly a wide contrast from the 36,943-bu. shipment made by Joseph Watt on the bark Helen Anger, to our modern steamers and motorships, such as the Isis, which carried 407,549 bus., the Orca, which carried 444,970 bus., the Friesland, which carried 504,617 bus., the Tjibesar, with her cargo of 432,868 bus., the Mauniani, which carried 440,000 bus. Thus we have the history of grain exporting from the Pacific Coast from the standpoint of the carriers.

The wheat market of the world has been compared to a large reservoir into which large streams flow and from which an equal volume flows through many smaller streams. The outflow thru these smaller streams is comparatively constant thruout the crop year, as consumption goes on with a fairly uniform regularity. The inflow varies with the size of the crops harvested in the different parts of the wheat producing world. From June to October the United States supplies about 55 per cent, Canada, 20 per cent, and the remaining 25 per cent comes from the Southern Hemisphere. From October to March the stream from the United States drops to 35 per cent, Canada increases her contribution to 37 per cent, the remaining 28 per cent coming from Australia and the Argentine. During March, April, May and June 45 per cent comes from countries in the Southern Hemisphere, 20 per cent from Canada and about 35 per cent from the United States.

Pooling Does Not Raise the Price. Owing to our quick and modern methods of collecting and disseminating information as to the crop conditions and prospects, the final production is so accurately forecast that the available and future supplies from all parts of the world are so well known to the wheat importers in consuming countries that wheat prices from day to day in the world's markets closely reflect the changing conditions. So long as the United States raises more wheat than it consumes, the final value will rest on world and not local conditions, therefore, pooling or so-called orderly marketing will have little, if any, effect on the ultimate wheat prices, for the reason that the existence of all stocks are well known and that they must eventually find their way to the place where there is a consumptive demand. Since wheat is a world commodity, in the final analysis

the price will be governed by the ratio of the world's supply to the world's demand.

White Wheat for Export. The larger portion of the wheat grown in the Pacific northwest is exported as wheat and since the export demand is for white wheat, it seems that the logical and sensible thing for our producers to do would be to grow this type of wheat, especially since our white wheat has no competition in the world's markets, as all the soft white and Western white wheat, which reaches the export trade, is grown in the states of Oregon, Washington, Idaho and Utah. India produces a white wheat very similar to our wheat, but it is not often that any of this wheat reaches the export trade. It also is true that Australia produces and exports a white wheat, but this wheat is hard white, similar to our bluestem or Baart, and is not so satisfactory for blending purposes as our soft white and Western white. On the other hand, our red white is in direct competition with the red wheat produced in practically all of the exporting countries of the world, the soft red from the Atlantic Coast, soft red and hard winter from the Gulf, Manitoba, hard red spring, from Canada, the red wheat from the Argentine, Russia, Manchuria, Bulgaria, Roumania, Greece and North Africa.

The demand for our wheat from the British Isles is almost entirely for soft white and Western white, in equal amounts. In other words, in buying a cargo they usually insist upon half of the cargo being Western white and half soft white. The English and Irish millers will buy this white wheat only on sample, with the privilege of the London Corn Trade Ass'n arbitration and practically every parcel or cargo of wheat shipped to this market goes to arbitration, for the reason that the buyer has nothing to lose and may gain by the arbitration.

Japan formerly bought considerable red wheat from this territory, but recently the demand from Japan has been almost entirely for white wheat, Western white is preferred. Just recently we had a representative of one of the largest milling companies of Japan on the coast collecting samples of the different types of soft white and Western white wheat. As a result of his investigations, we would not be surprised to find the Japanese millers in the near future insisting upon buying their white wheat on varietal types, rather than on federal grades. We are very much in favor of federal grades and always sell on federal grades, whenever it is at all possible for us to do so. All of the wheat that has been sold to Japan and China recently has been sold on federal grades, also most all of the wheat sold on the continent of Europe is sold on federal grades.

About the only market that we have left for our red wheat is from China, southern Europe and Mediterranean ports, but China buys very little wheat from the Pacific northwest unless the price is very cheap and southern Europe buys only when their crops are short.

Lack of Uniformity. One of the greatest difficulties that the exporter of the Pacific northwest has in assembling cargoes of wheat for export is the lack of uniformity in certain grades of wheat, such as Western white, as there is a wide difference in the general appearance and the size of the kernels, the texture and the gluten content of the different types of wheat, which come under the grade classification of Western white. If in assembling a shipment of Western white for Japan you

should happen to get a large portion of 128 or 63 hybrid, the buyer would complain about the wheat being too hard and not suitable for his requirements. On the other hand, in assembling a shipment of Western white wheat for England or Ireland, which had been sold on type and subject to arbitration, you should happen to get a large portion of 128 or 43 hybrid in this shipment, the buyer would ask for an arbitration and, in many cases, we have known where the arbitration has been decided against the shipper and as much as a cent and a half a bushel allowance has been made because of the fact that the arbitration board decided that the kernels of the wheat were too small. If you should happen to get in your shipment a large portion of Jenkins Club or other plump wheat, the arbitration board would likely decide that this shipment was too plump and chalky and an award would be made to the buyer on this account. From this you can get some idea of the difficulties of the exporter in assembling his cargoes, when he has so many types and classes of wheat to contend with, to say nothing of the large percentage of smut and dockage. All export wheat sold for Europe or for the British Isles is on the basis of outturn weights and it happens practically always that these weights are short of the shipping weights.

The old export types of the Pacific Coast, white Walla and red Walla, had become well and favorably known in all the importing countries of the world and our export trade has been built up on these types of wheat. Recently there had been a tendency on the part of the producers to change the types of wheat grown in this territory. Since the advent of the hybrids and the new red wheats, which have been developed in the northwest the past few years, we have had a very large increase in the percentage of smut in our wheat and in order to get rid of the smut, many of the producers have turned to growing red wheats, which they have been led to believe were not so susceptible to smut. This we believe is very questionable, but we do know that these red wheats are unsatisfactory for the export trade and no doubt the speaker representing the milling trade will have something to say about these red wheats also.

Our old type red Walla, which was the five and red Russian, grown so extensively in the northwest for many years, has disappeared almost entirely from our markets, also the familiar varieties of Jenkins club, red chaff club, little club and Salt Lake club have not been grown so extensively the past few years. Since the export demand is for these types of wheat it is our opinion that our producers are making a very serious mistake to change from these types of wheat, and, in our judgment, the dealers and managers of farmers' ass'ns should take advantage of every opportunity to point out these facts to their farmer friends.

Records recently compiled at the terminal markets show that there are 53 different varieties and types of wheat that arrive at the terminal markets in quantity of carloads; three varieties of hard winter, 12 varieties of soft red winter, five varieties of hard red spring, 19 varieties of common white, 12 varieties of Western white, and two varieties of durum. This is what the exporters from the Pacific northwest have to contend with, while the exporters from Canada and the Argentine have only one type of wheat. Do you wonder then that our customers insist on buying on type, rather than on grade.

When the federal grades became effective, in 1917, Professor G. R. Hyslop of the Oregon Agricultural college, immediately realized the necessity of reducing the number of varieties of wheat grown in the state of Oregon to certain standards and types. At that time an extensive survey was made, which showed that there were 63 different commercial varieties grown in the state of Oregon. After seven years of education and demonstration throughout the state, and careful attention given to the selection of seed wheat, the varieties of wheat grown in the state of Oregon have been reduced from 63 to 11 and the wheat has become thoroughly standardized; particular types of wheat suited to the locality, soil, and weather conditions have been selected for the different parts of the state and as a result the yield has been greatly increased, the percentage of smut has been very materially reduced, and the percentage of mixture, which at the beginning of that period was one of the most troublesome factors, has almost entirely disappeared. What Professor Hyslop, his assistants, and the experiment stations have done in the state of Oregon could be done in the other states of the northwest to the very great advantage of both the producers and the trade.

Our friends from Montana are constantly boasting that "It's the wheat," but the wheat for the Pacific northwest is soft and soft white and Western white because of the fact that, on the most part, our soil and climatic conditions are not suited for the production of hard red spring wheat high in protein, but we have a wheat which is unlike any other wheat in the world and for which there is a world demand, while the wheat so highly praised by our friends from Montana can be bought in most any country.

A Century of Accomplishment.

BY FLOYD W. PARSONS

A century of accomplishment is something that commands respect. During these hundred years the actors in the Dixon drama have looked out upon a world of kaleidoscopic change. They moved in an era when theory today became practice tomorrow; when the scientific beliefs of one year proved to be fallacies in the next; when the nuisances of one decade were converted into articles of high value in the years that followed; and when a mere accident or a change in the public's fancy was often sufficient to revolutionize completely a basic business.

The measure of time is in its achievements, not its months and years. Using such a yardstick, we find the century of life of the Joseph Dixon Crucible Co. equal to all the ages that have gone before. It witnessed the birth of the steel steamship, the railroad, the perfected cotton gin, the telephone, the phonograph, the electric light, the automobile, the radio and the aeroplane. More has been done during the last hundred years to overthrow the dominion of pain, take the drudgery out of life and widen the interval between man and the other animals than was accomplished in the thousand years preceding.

Joseph Dixon started in business when prejudices were rooted deep, science was condemned and everything new was regarded with suspicion. Many held to the notion that nothing should ever be done the first time. They were sure that the really important discoveries in chemistry and physics had been made, and that future progress was dependent upon mere refinements in elements and measurements already known.

The chief equipment of the scientists of yesterday was nothing more than inquisitive, preserving minds. The steam engine came from the kitchen fire, the telegraph from a few pieces of wire covered with paper insulation, and electricity was brought down from clouds by Franklin with the aid of less material apparatus than the high school boy now uses in acquiring a knowledge of the rudiments of physics.

Joseph Dixon was of that school. His was the restless, questioning brain. His first invention was a machine for cutting files. Then turning to printing and finding it necessary to make his type and engravings of wood, he soon became skilled in wood-carving. After this came experiments in the melting of metals for making type, and this aroused his interest in developing a crucible capable of withstanding the heats required in such work.

Such, therefore, is the background of the man who in 1827 started a business in Salem, Mass., to manufacture articles from graphite. From that time until the present day the company's growth and development have centered around this same raw material, graphite, which many call "black lead." In fact practically the only products of the entire Dixon line that do not contain graphite are rubber erasers, a solid belt dressing, and some of the crayons. It was a perfectly logical outcome for the business to grow to be not only a leading producer of graphite crucibles, but one of the world's largest manufacturers of pencils and of graphite lubricants and protective paints.

Joseph Dixon's attention was first called to graphite by a discovery of this mineral on a New Hampshire farm. But realizing that this supply of graphite did not assure these two essentials, quantity and quality, he arranged with sea captains who were sailing to the Far East to stop at Ceylon on their return trips and pick up a small tonnage of graphite for his use. Thus commenced the business that has grown to be a world leader in the production of articles from this so-called "black lead" which has retained its own individuality, notwithstanding its relationships to mineral oil, hard coal and asbestos.

Graphite is almost pure carbon of the same chemical nature as the diamond. Only in

physical form does it differ materially from the sooty lamp-black of the painter's art. It is classified as one of the softest of substances, while its brother, the diamond, is the hardest of all. Being the product of intense heat itself, graphite will withstand intense heat. Not until the advent of the Dixon crucible were metallurgists ever able to find a container that could be placed in a high heat and the contents melted and poured time and again without rapid disintegration.

Nothing has ever been discovered that will serve as a satisfactory substitute for graphite in the uses to which it is now applied. No other refractory withstands the high heat of metal melting so well.* Also in paint manufacture there is no other substance so unaffected by heat, cold and moisture, and none has been found that provides such perfect protection for the oil film. As a lubricant, it is smooth and unctuous, free from grit and materially reduces friction by filling up the microscopic inequalities of the bearing surface. It would be rare indeed to find an engineer of experience who has not discovered for himself that the way to cool hot bearings and keep them cool is to use Dixon's Ticonderoga Flake Graphite.

The death of Joseph Dixon in 1869 deprived the company of the living personality of its founder. But subsequent developments proved that he built wisely in creating a policy that entails the selection of executives for high positions from those who have grown up in the company. If one were to be asked to mention an outstanding point in the business philosophy of this corporation, it is likely that his thoughts would run first to this unchanging practice of building from within. So far as the forces of management are concerned, the organization is self-contained and self-operating.

The second great epoch in the history of the Company was under the leadership of E. F. C. Young as President and John A. Walker as Vice-President and Treasurer. These men took a business with a wonderful foundation but which was comparatively small and developed it into a nationally recognized industry. They were men of high integrity and organizing genius, and were outstanding characters in the business community in their day and generation.

Mr. Walker passed away in 1907 and upon the death of Mr. Young in 1908 a new man took his place at the president's desk in the Dixon offices. Two thousand years at the reigns of the emperors in the Old World were characterized by some outstanding virtue of the person who rules. One was just, another, righteous, and the third peaceful. Today the rulers of business can often be described in similar fashion. Applying this thought in the case of George T. Smith who succeeded to the presidency of the Dixon Corporation on the death of Mr. Young, and who is still active in that high office, one might well coin a phrase that would indicate a period of administration wherein the heart played a most important part.

While one Dixon eye is kept closely on the current problems of production and distribution, the other is directed to the never-ending task of seeking new devices, methods and materials. The company endeavors to take full advantage of its enviable position as the manufacturer of more different kinds of products made from graphite than any other concern in the world. Other splendid organizations are in active competition with the Dixon forces, but none are obliged to pursue such a variety of studies on graphite as is made necessary by the dozens of applications to which this mineral is subjected in the Dixon plants. This very diversity of processes calls for the maintenance of the widest facilities and largest staff of graphite experts ever assembled. Each bit of new knowledge developed in one department immediately becomes available for use in all other departments. Being the largest converter of graphite on earth, Dixon scouts never discontinue their search for still better sources of supply.

The Joseph Dixon Crucible Company starts its second century free of moss and stripped for action. The company's personnel is made up of men to whom graphite has become an instinct as well as a material.

Grain dealers located in poultry raising sections might do well to investigate the possibilities of handling cod-liver oil as a sideline. It is becoming a prerequisite to healthy chicks.

Changes in Portland Trading Rules.

The Portland Merchants' Exchange recently adopted the following rules, which are identical with those adopted by the Seattle Exchange a few days earlier, and apply beginning with the new crop:

That discounts for test, smut and/or admixture be continued without change up to and including July 30, 1928.

That bulk wheat shall be subject to a discount of 3 cents per bushel off sacked wheat.

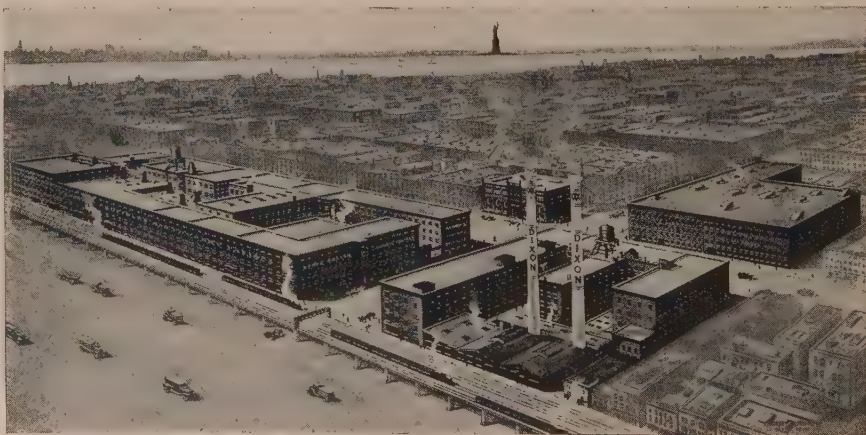
The charge for resacking shall be 10 cents per sack.

That bad order sacks shall be subject to a discount of 3 cents per sack. Note.—Subject to change in market price of sacks and published notification by the Exchange.

That switching charge be continued under the present rules.

That interest shall be charged on drafts at the rate of 7 per cent per annum, and interest on balances shall be paid at the rate of 12 per cent per annum by the party unloading cars after 15 days from date of unloading. If returns are made through intermediary parties there will be allowed 5 days more in which to make returns or 20 days in all from date of unloading. Thereafter interest on balances shall be paid at the rate of 12 per cent per annum.

That wheat sold on the basis of protein content shall be settled for on analysis of the unloading sample basis of natural moisture content. In case of dispute Oregon state test shall govern.



Bird's-eye View of Joseph Dixon Crucible Co. Works at Jersey City, N. J.

Patents Granted

1,633,365. Seed Corn Sheller. Harrey E. Ebmeier, Bertrand, Neb. A device for stripping grains from ears of corn, the device including a U-shaped resilient handle portion, a single stripping tooth on each arm of the U-shaped portion, and arcuate portions projecting from the free extremities of the U-shaped portion, the arcuate portions being adapted to embrace the ear of corn.

1,634,015. Grain Door. Norris E. Bray, Kimball, S. D. Transverse girders disposed at the roof of the car are combined with door sections adapted to extend across the respective door openings in superposed relation and to move into a position between the girders, elements at the lower edges of the girders to deflect the door sections moving thereover into approximately upright positions, and means on the girders to engage the sections and retain them in such approximately upright positions.

1,634,585. Lift for Bins. Irvin K. Kreider, Lancaster, Pa. This device comprises a plurality of track rails mounted in spaced relation on a stationary structure, a car movable along the rails, means for counterbalancing the car, a stationary brake rail carried by the car, a second brake rail carried by the car and having limited lateral movement, the rails being slidable on the track rails, and a spring controlled and manually controlled lever for forcing the movable rail into close contact with an adjacent track rail.

1,634,444. Weighing Apparatus. Wm. Alfred Benton, Birmingham, assignor to W. & T. Avery, Birmingham, Eng. This is a combination of an automatic resistant for initially determining an approximation of the load, means for transmitting the load to the resistant, a weight indicator for indicating the measure of the load as to its major units, means connected to the resistant for effecting the actuation of the indicator, a series of weights for counterbalancing the load as to its major order, means in operative connection with the indicator for selecting the required weight for counterbalancing the major order of the load as determined by the indication recorded by the indicator, a series of levers having their fulcrum disposed in a horizontal plane, a weighbeam, means actuated by the levers for depositing the required weights for counterbalancing the major order of the load on the weighbeam, and manually operable means acting thru the selecting means for controlling the operation of the levers.

1,632,929. Cereal Cleaner and Separator. Chas. A. Shultz, Monticello, Ind., assignor to Lockwood & Lockwood, Indianapolis. Combined with a fan and a closed compartment adjacent thereto are an imperforate bottom, a discharge outlet near the lowest end of the bottom for the separated cereal grain, a second discharge outlet adjacent but spaced from the former for the longer and refused particles, a third discharge outlet adjacent thereto for the lightest particles and connecting the compartment with the fan, and grain separating means in the compartment separating the grain discharge outlet from the other outlets.

1,634,219. Grain Reducing Machine. Oliver P. Smith, Portland, Ore. In a grain reducing machine of the character described, comprising a casing, a roller journaled transversely in the casing, adjustable cutter blades in parallelogram relation upon the roller, and having their knife edges projecting from the surface thereof, a cutter bar arranged at one side of the roller and having plural knife edge ribs longitudinally thereof coacting with the knife edges of the blades, a guide rail carried upon the top of the bar, tensioned adjustable means supporting the bar in working relation to the roller, and a feeding roll above and coacting with the guide rail.

1,631,358. Stay Connection for Weighing Apparatus. Ernest Leslie Blick, Altrincham, Eng., assignor to the Automatic Scale Co., Altrincham. A stay for use in connection with weighing scales comprising a plate adapted for connection to the resistant mechanism of the scale, a plate adapted for connection with the indicating mechanism, a bearing stay, a cone point bearing connection between said stay and the first mentioned plate and a cone point bearing connection between the stay and the second mentioned plate whereby a substantially frictionless connection is obtained between the resistant mechanism and the indicating mechanism.

1,633,301. Apparatus for Treating Seed Grain. Sylvester J. Williams, Ritzville, assignor to Cornelius Allert, Ritzville, Wash. This is a friction dry seed treater comprising in combination a tubular body for containing the seed grain and a fungicide powder rotatably mounted with its axis at a downward inclination to the horizontal and having an intake end higher than its discharge end, that portion of the body nearest the discharge end being tapered sufficiently to incline its lowermost portion upwardly from the horizontal. The method of "fixing" a fungicide powder coating partially applied or dusted onto seed grain, which consists, in uniformly setting the powder and all the grain berries into sustained intermingling rubbing and tumbling contact while simultaneously restraining discharging movement of the grain, whereby the combined restraining and rubbing action will attritively "fix" and retain the coating of powder on all the grain berries.

1,633,623. Automatic Weighing Apparatus with Tare Weighing. Baltus Boulogne, Passee-rocan, Java. Main and auxiliary valves are provided for the material to be weighed, with a device for opening the auxiliary admission valve by the movement of the weighing beam when the weighing tank returns empty to the charging position, a tank below the auxiliary admission valve movable by the weight of the on-flowing material, and a device acting in response to movement of the second mentioned tank to cause the opening of the main admission valve.

1,633,602. Dust Collector. Arthur F. Nesbit, Wilkesburg, Pa. The main conduit has undiminished cross-sectional area from its inlet to its outlet end, including between opposite parallel walls and curved on an axis to which the opposite walls are parallel, the walls of the conduit throughout the extent of the curve being (but for the opening to the branch conduit) continuous, a branch conduit opening through the wall of the main conduit on the outer side of the curve, such branch conduit being of increasing cross-sectional area and being curved in a widening spiral about the same axis, and means for causing fluid to stream thru the conduit and the branch conduit.

1,634,538. Bag Filling Machine. Nathan M. Fegely, Iola, Kan., assignor to Bates Valve Bag Co., Chicago, Ill. In a valve bag filling machine the combination of a discharge throat having a discharge opening, a substantially horizontal pivotally mounted valve bag supporting means for supporting the valve of a valve bag normally in register with the opening and movable vertically relative thereto and adapted to be tipped downwardly about its pivot, closure means for the throat opening movable with the supporting means to thereby close the opening, locking means for holding the bag supporting means in a substantially horizontal position and means to release the locking means.

1,634,118. Grain Car Structure. John P. Polnaszek, Minneapolis, Minn., assignor of one-half to Andre L. Pinet, Robbinsdale, Minn. The car has the usual doorway adapted to receive a grain door, the car having a floor opening immediately adjacent said doorway, a delivery chute extending downwardly and outwardly from the floor opening, a gate horizontally movable across the opening and outwardly from the doorway of the car, means for normally holding the gate inwardly in closed position, and means for opening the gate from without the car, whereby material in the car pressing against the grain door may be withdrawn to permit the grain door to be removed.

1,631,375. Grain Weigher. Wiggert Langerak, Pella, assignor of one-half to Meyer Langerak, Pella, Ia. The weigher comprises a casing having an inlet and a discharge opening therein, a weigher rotor journaled therein, the weigher rotor having a number of pockets therein adapted to register with the inlet and discharge openings in the casing, means for retaining the weigher rotor in position where a pocket registers with the inlet opening and a pocket with the discharge opening, last means being rendered inoperative when the contents of one pocket reach a predetermined weight for permitting the pocket registering with the inlet opening to move to position where it registers with the discharge opening, lugs on the rotor and a cam arranged in the casing for engaging the lugs on the rotor and causing the weigher rotor retaining means operative immediately before a pocket registers with the inlet opening.

Storing Farmers' Grain Safely.

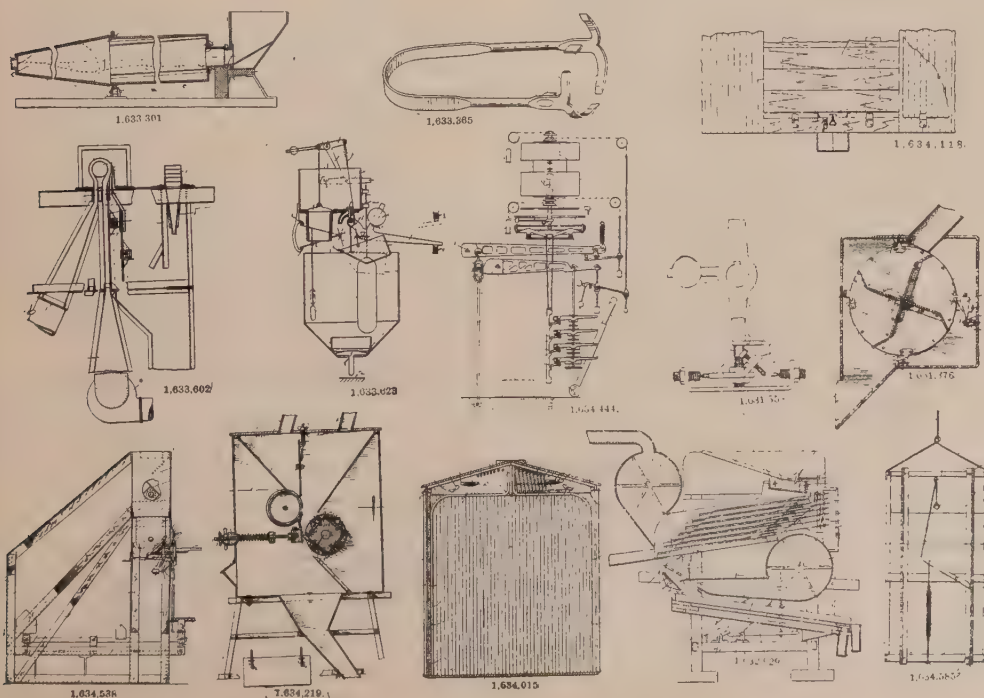
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sort of a warehouse business, use some such wording in your contract as suggested.

But you must understand that if you claim a transaction to be a sale, then you must accept the responsibility of an owner and pay according to your agreement and bear the loss if any occurs, protecting yourself by insurance.

It is not yet a crime in Iowa to be a debtor, and a criminal prosecution based solely on that ground can not be maintained. No elevatorman wants to have hanging over him any possibility of a criminal prosecution, nor does he want to do anything unethical. He can avoid this by making his obligations under deferred payment deliveries clear and explicit. Mr. Folger's error lay in relying on an indefinite oral contract.

Keeping damp corn in the house without turning it and inspecting it regularly is inviting loss.



Feedstuffs

St. Louis, Mo.—J. W. Cohn has again entered the feed jobbing business as pres. of the National Feed Co.

Kansas City, Mo.—John H. Martin, ass't sec'y of the Nutrena Feed Mills Co., Inc., is now grain buyer for that firm.

Roseau, Minn.—Moser & Co. are installing machinery for establishing a buttermilk drying plant in connection with the flour mill.

New York, N. Y.—The Dominigan Flour Mills, Inc., capital stock, \$300,000, by John V. Baldwin; grains, cereals, flour, cereal products, etc.

Winterset, Ia.—M. Young & Co. established a record in feed sales for the month of May by handling 10 cars for local trade.—Art Torkelson.

Waverly, Minn.—Chas. Moore of Howard Lake, who recently bot the Albright mill property, plans to build a modern feed mill and use water to run the mill.

Philadelphia, Pa.—Wm. H. Hobson, who has been in the feed trade here for the past 31 years, has moved to new quarters in the National Bank of North Philadelphia building.

Cod liver oil is an exceptional source of Vitamin A an antirachitic factor. The vitamin requirements of growing chicks are unusually high, such as found only in cod-liver oil.

The criticism being made that high producing cows and high herds are being fed concentrates in quantities that are excessive and uneconomical are not justified.—Hoard's Dairyman.

Braddock, Pa.—The warehouse of the Lachman Feed Co. was damaged by fire on June 25. The loss is estimated at \$50,000 with partial insurance. The business is conducted by John Ridge.

Bismarck, N. D.—In the recent published opinion of K. E. Leighton, assistant attorney general of North Dakota, wheat feeds, wheat bran and wheat middlings are not subject to state registration and/or tax.

West Alexandria, O.—F. W. Wright has let contract for a complete modern small feed mill, including an attrition mill, corn cutter and grader, corn sheller and cleaner, electric motor and scales, four stands of elevators, baggers and other equipment.

Summer rations of dairy cows should be grains high in carbohydrates and fat, gradually increased in protein as the pasture gets poorer and drier in July and August. A ration made up of four parts by weight of corn meal or barley, three parts oats, and one part each of bran, cottonseed, and corn gluten feed meets the early pasture requirements very nicely.—Hoard's Dairyman.

Crete, Neb.—The Crete Mills has awarded contract to the Kansas City Grinding & Corrugating Co. for a 2,500-bu. corn meal and cereal mill to be installed in its main mill building here. The plant will make corn meal, grits, hominy and corn flour, and will probably be ready by Sept. 1.

Monroeville, O.—We are building a new dairy and poultry feed manufacturing plant here and a large warehouse in Cleveland for the distribution of feed. We will have a far greater manufacturing capacity and likewise better warehouse facilities than previous to our fire.—Herrman-McLean Co.

Dishman, Wash.—A. J. Hope has purchased the Falls City Mill & Feed Co.'s properties here and henceforth will operate them as the Hope Feed Co. Mr. Hope was with the Sperry Mill of Spokane for five years. He intends to develop the wholesale and manufacturing department of the business.—S. N. B.

Lack of phosphorus in dairy cow hay-feed has been determined as the cause of "Pica," a disease resulting in emaciation, stiff and swollen hind and front quarters, harsh coats, dull eyes, perverted appetites, and decreased production. Feeding concentrates rich in phosphorus such as bran, wheat middlings, linseed or cottonseed meal, along with corn silage and steam bone meal plus common salt, disperses this malady.

Greenwood, Ind.—The Hoosier Mineral Feed Co.'s new two-story \$18,000 plant was recently placed in operation. The 71x65 ft. brick, concrete and hollow tile structure contains 8,000 sq. ft. of floor space, with plenty of room allowed for future expansion. The company has outgrown two smaller buildings. The basement furnishes storage space and bins for raw materials and for some of the mechanical equipment. The balance of the machinery for blending, separating metals from the feed, sacker, etc., is on the second floor.

Reckoning what returns a cow pays on feed expenditures is a new basis developed by farming interests. It is calculated that a cow giving 150 lbs., butterfat returns 92c per month from pasture, \$2.22 per ton silage, \$8.32 per ton hay, and \$21.70 per ton grain. A cow giving 150-200 lbs. returns \$2.10, \$5.28, \$20.34, and \$48.94, respectively. A cow giving 300-350 lbs. returns \$3.27, \$8.76, \$33.10, and \$92.42, respectively. It is interesting to note that the \$92.42 per ton of grain return by the 300-350 lbs. butterfat producing cow amounts to \$2.77 per bushel.

Biloxi, Miss.—The Mississippi Cotton Seed Crushers' Ass'n held its annual meeting here at the Buena Vista Hotel on July 6 and 7. J. E. Byram, Alexandria, La., first vice-president, Interstate Cotton Seed Crushers Ass'n; Christie Benet, Columbus, S. Car., general counsel, Interstate Cotton Seed Crushers' Ass'n; John Sharp Williams III, Yazoo City, Miss.; Oliver P. Cobb, Memphis, Tenn.; Thomas L. Bailey, Meridian, Miss., speaker of the House of Representatives and national president of Exchange Clubs; Ed. A. Woodall, Hillsboro, Tex., and many other equally prominent gentlemen addressed the assembly, according to announcement by H. C. Forrester, sec'y.—P.

Eastern Feed Dealers Meet at Buffalo.

The 11th annual convention of the Eastern Federation of Feed Merchants, held June 28 and 29 at Buffalo, N. Y., was attended by about 300 delegates, including a goodly number of ladies.

Mayor Frank X. Schwab gave the address of welcome Tuesday morning, while W. S. Van Derzee, Albany, N. Y., pres. of the federation, called the meeting to order and presided at its sessions. E. W. Mitchell of the Consolidated Feed & Grain Co., spoke on behalf of the Buffalo entertainment com'ite and outlined the program for the two days.

L. H. Olson, vice-pres. of the American Appraisal Co., spoke on "The Value of an Appraisal," telling to what extent the business is used today, and how it is made.

Lloyd S. Riford of Cayuga, N. Y., was to have spoken on "Problems Relating to Dairy Cattle Feeding," but was unable to be present.

Sec'y W. A. Stannard gave an outline of the year's work, stating that one big thing accomplished by the federation during the past year was a closer unity between feed manufacturers and merchants.

Treas. Frank T. Benjamin reported a balance of \$355.76 on hand June 1, 1927. The balance on June 1, 1926, was \$197.41, and the indebtedness of the federation has been reduced. Receipts from dues for the year were \$3,924, and \$1,120.40 for the Bulletin.

A com'ite that had been at work defining "What Is a Retail Feed Dealer?" gave its report. This com'ite was made up of four members from the federation and two each from the state and national manufacturers' ass'ns.

Eugene Morris of LeRoy gave an address on "Putting Art in Advertising." He discussed improvements in recent advertising methods, and said that art and judgment are both needed in appealing to the public.

Chas. Quinn, sec'y of the Grain Dealers' National Ass'n, had as his subject, "The Trend of the Trade." He told of the outlook for the grain business as affected by politics.

"Vote-seeking politicians forced the McNary-Haugen bill thru Congress," said Mr. Quinn, "but President Coolidge killed that piece of foolish legislation by his veto. Now we are led to believe the Curtis-Crisp bill, which has virtually the same objectionable features, is to be offered by the administration as a substitute to the farmers. However, no reputable economist will approve the measure, for experience has taught us that a paternalistic government never is successful."

Mr. Quinn quoted from Sec'y Jardine's recent addresses in favor of co-operative marketing, in one of which it was stated that this subject should be taught in the curriculum of the public schools, and in another that farmers' agencies must have volume. Jardine has also stated that marketing as much as production is the farmer's job.

Others on the program were D. K. Steenbergh, Milwaukee, sec'y of the Central Retail Feed Ass'n, who spoke on "Cash or Credit," and Lionel True of Springfield, whose subject was "Comparative Power Costs."

The feed merchants inspected the flour mills and elevators of the city at the invitation of the

RED COMB MASHES

Complex
Mineral Balanced

Mineralized Mineralized Mineralized



Write for Our Dealer's Proposition
(Enclose this advertisement)

Hales & Hunter Co.

327 S. La Salle St. Chicago, Ill.

Feed Movement in June.

Receipts and shipments of feeding stuffs at the various markets during June, as compared with June, 1926, in tons, were as follows:

	Receipts		Shipments	
	1927	1926	1927	1926
*Baltimore	1,304	2,606		
Chicago	10,432	13,779	47,631	34,762
Cincinnati	240	2,640		
†Kansas City	3,629	4,900	13,320	12,400
Milwaukee	6,398	6,560	89,523	10,937
†New York	40			
*Millfeed. †Bran. ‡Shorts.				

MINROL-PROTIN

The Complete
Poultry Mineral

Full information and prices
on request

The Concentrate Products Co.

549 W. Randolph St.

Chicago

owners and a number of firms arranged transportation from the hotel. Trips were also made to Crystal Beach and around the city, with luncheon at East Aurora.

During the business session, the same officers and directors as last year were re-elected. They are: W. S. Van Derzee, Albany, pres.; A. J. Thompson, Wycombe, Pa., vice-pres.; Frank T. Benjamin, Canastota, treas.; W. A. Stannard, Albany, sec'y; Mr. Thompson, T. P. Gaines, Sherburne, N. Y., and F. A. Wyckoff, East Stroudsburg, N. Y., directors.

Liability for Feed Spoiling in Transit.

The International Sugar Feed Co. has adopted the practice of giving buyers notice on how to go about getting data for a claim when feed arrives in bad condition. The company's form of notice was published on page 739 of the Journal, June 25. Of its experience in the use of this notice, the company recently wrote E. P. MacNicol, sec'y of the Southern Mixed Feed Manufacturers' Ass'n, as follows:

The special red ink notice which we attach to our invoice, has eliminated in the past four months at least 80% of our claims for loss and damage on hot feeds from our customers.

Our experience justifies this statement. This policy is fair and equitable to all parties concerned in the transaction.

In certain special cases we recall where feeds were reported warm on arrival prompt notice being given us special instructions were given to dealers resulting without claim or loss to either party. The customers were satisfied and the house did not suffer a loss.

Feed Dealers in Convention.

One hundred twenty-five elevator men, feed dealers and hatchery men in northeastern Indiana, southern Michigan and northwestern Ohio, attended a district convention of McMillen feed dealers in the Anthony Hotel at Fort Wayne on June 15. The entire day was devoted to an educational program and a general discussion of feeding problems and improved methods of feeding.

A. G. (Chick) Philips, for 15 years head of the Purdue University poultry department, and now vice-pres. of the company, spoke on "Poultry Problems and Principles of Feeding." He emphasized the importance of keeping a good laying mash before hens all the time and stressed the necessity for ample hopper space.

Geo. F. Cabler spoke on "Hog Feeding," and showed how modern feeding methods were producing 100 lbs. of pork with 6 bus. of corn and 54 lbs. of a 28 per cent protein concentrate mixture, as compared to 10 to 12 bus. of corn, when fed alone.

In the afternoon, Mr. Philips and Prof. G. A. Williams of Purdue spoke on "Better Dairy Feeding." Both quoted from state experiment station records and emphasized the importance of feeding a supplementary ration to cows on pasture, and showed how one bag of feed fed in the spring would save three bags in the fall.

Among the out-of-town speakers were C. J. DeKoster, manager of the Superior Poultry Farm & Hatchery at Zeeland, Mich.; H. V. Tormohlen, Everlay Farm Hatchery and Mary Maude Farms, Portland, Ind.; C. I. Bashore, sec'y-treas., International Baby Chick Ass'n, and D. J. Lloyd of Waterville, O., treas. and director of the Ohio Farmers' Co-op. Ass'n.

Domestic Exports of Feeds.

Exports of feedstuffs during May, compared with May, 1926, and for five months ending May, are reported in short tons by the Bureau of Foreign and Domestic Commerce, as follows:

	May		5 mos. ending	
	1926	1927	May 1926	May 1927
Hay	1,257	1,215	6,746	5,787
Cottonseed cake	5,001	15,903	98,202	121,512
Linseed cake ..	15,354	20,163	129,552	189,723
Other oil cake ..	890	693	3,082	6,308
Cottonseed meal ..	1,688	5,624	30,217	75,383
Linseed meal ..	642	537	1,109	3,576
Other oil meal ..	117	10	463	227
Bran, etc.,	415	337	1,538	2,899
Screenings	237	248	2,901	1,586
Other mill feeds ..	719	3,155	4,827	8,515
Prepared feeds ..	968	5,852	7,387	27,024
Total value ...\$	1,043	1,942	11,294	13,667

Chas. G. Pape of Fort Wayne, who is president of the Chicago Coliseum Poultry Show, also talked.

"Educational Advertising" was the subject of a talk by G. A. Holland, while D. W. McMillen spoke on "Merchandising Problems."

Vermont Grain Dealers Meet.

The third annual meeting of the Vermont Grain Dealers Ass'n was held June 28 and 29 at the Woodstock Inn, Woodstock, Vt.

In the absence of the president, A. W. Braisted, A. W. Norton of Vergennes called the meeting to order Tuesday afternoon. H. H. Kidder, president of the Woodstock Rotary Club, gave the address of welcome and Dan M. Johnson of Essex Junction responded.

J. E. JOHNSON gave an address on "Livestock Conditions in New England and Future Possibilities for New England Feed Dealers." Mr. Watson covered the future possibilities for feed dealers in the growth of sheep raising, beef cattle raising and the keeping of individual dairy cattle. He also spoke of the demand and increase for saddle horses.

W. N. HOWARD of Ware, Mass., president of the Massachusetts Retail Grain Dealers Ass'n, covered in detail his problems as a retail grain dealer and how he met them. Many questions were asked from the floor which resulted in a constructive discussion. Then Mr. Howard explained the prospects of a New England Grain Dealers Ass'n, with the existing members of the present ass'n consolidating with the New England ass'n, having a paid secretary and staff.

It was moved, seconded and unanimously carried that the ass'n go on record as favoring a New England Ass'n. Mr. Norton appointed W. H. Myers of Bennington, Vt.; Dan M. Johnson of Essex Junction, Vt., and J. F. Curtis of Sharon, Vt., as a com'te to confer with a com'te from the Massachusetts Ass'n relative to the formation of the New England ass'n.

A BANQUET was held in the main dining room at 6 o'clock, members, guests and friends being present. The speaker of the evening, Professor Leland Griggs of Dartmouth College, Hanover, N. H., was introduced by Norman Williams, chairman of the com'te on arrangements. Professor Griggs gave an interesting talk about his caribou hunting trip in the wilds of Newfoundland.

WEDNESDAY morning's session was devoted to business. The secretary and treasurer's reports were both read and approved.

DAN M. JOHNSON, representative of the Grain Dealers National Ass'n, gave quite a complete report of the growth of that organization, reviewing many of its activities and accomplishments.

Dan M. Johnson, chairman of the nominating com'te presented the following nominations: A. W. Norton, Vergennes, pres.; W. H. Myers, Bennington, vice-pres.; C. F. Dowe, St. Albans, sec'y; W. T. Abel, Burlington, treas. It was voted unanimously that the sec'y cast the ballot of the members present for the above ticket and he did so.

COUNTY representatives elected were: Addison, A. B. Kilbourne, Bristol; Bennington, E. J. Fowler, Manchester Depot; Caledonia, F. W. Kelley, St. Johnsbury; Chittenden, W. T. Abel, Burlington; Essex, C. E. Johnson, Island Pond; Franklin, L. L. Marsh, Enosburg Falls; Grand Isle, E. J. Parker, Grand Isle; Lamoille, C. H. Stearns, Johnson; Orange, E. H. Mason, Randolph; Orleans, E. C. Brown, Barton; Rutland, H. M. Brown, Castleton; Windsor, A. N. Washburn; Washington, D. K. Richardson, Montpelier; Windham, A. F. Cutler, Townshend.

APPLICATIONS for membership were read as follows: Jos. H. Moore, St. Johnsbury; Clifford N. Dustin, Barre; David A. Trayhan, Springfield, Mass.; Wm. J. G. Reinmuth, Springfield, Mass. The membership of ass'n is now 119.

It was voted to hold the next convention at St. Johnsbury, the date to be set by the executive com'te.

New Feed Trade Marks.

Ralston Purina Co., St. Louis, Mo., filed trademark Ser. No. 248,323, "Growena," particularly descriptive of poultry feed.

Atlanta Flour & Grain Co., Atlanta, Ga., filed trademark Ser. No. 239,691, the letters "PURA," particularly descriptive of chicken feed, dairy feed, and chicken mash.

Alice L. Finke, doing business as Sherman-Williams Co., Temple, Cal., filed trademark Ser. No. 229,882, "SHERMAN-WILLIAMS COMPANY," particularly descriptive of goods, namely, chicken feed, goat feed, scratch feed, mash, and dairy feed.

Kasco Mills, Inc., Waverly, N. Y., has filed trademark Ser. No. 246,755, the word "APEX," particularly descriptive of dairy feed known in the trade as milk-maker, mash with dried buttermilk; poultry feed, namely, scratch grains, baby chick grains and mashes. The mark is printed on a stripped shield.

Grain Belt Mills Co., South St. Joseph, Mo., has filed trademark Ser. No. 247,843, the word "DIADEM," particularly descriptive of horse and mule feed. The same company has also filed Ser. No. 247,855, the word "COMPETITOR," particularly descriptive of horse feed, mule feed and chicken feed. Still another trademark filed by the company is Ser. No. 247,856, the word "TEMPLAR," particularly descriptive of horse feed, mule feed and dairy feed.

It looks as though this damp corn of 1926 crop will keep the drier manufacturers busy twenty-five hours a day.

Combined wheat is not given time properly to "sweat" in the fields, but give it time in your bins and it will sure "sweat" and may heat.

GRAIN DRIERS

for

COARSE GRAINS,
SEED CORN,
BEANS,
PEAS, ETC.

ROTARY DRIERS

for

MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.

We would be pleased to correspond with you.

WILLEY-ELLIS CO.

1223 S. Talman Ave., Chicago
210 N. 13th St., Philadelphia, Pa.

Supreme Court Decisions

Immature annual crops growing on a homestead are exempt from sale on execution against the homestead owner. Annual crops, which are the product of industry and care, are not, while growing and immature, such personal property as subjects them to attachment and sale on execution. *Polley v. Johnson*, 52 Kan. 478, 35 P. 8, 23 L. R. A. 258, overruled.—*C. C. Isely Lumber Co. v. Kitch*. *Supreme Court of Kansas*. 256 Pac. 133.

Mutual Insurance.—Where mutual fire insurance ass'n, incorporated under Laws 1903, p. 146, carried on its business thru underwriter as general agent, authorized by power of attorney to receive members and issue policies, held that association, and not general agent, was real party in interest and entitled to sue member for his proportionate share of fire loss liability incurred by association on other policies, though member's application was made to general agent as attorney in fact for ass'n, and not in terms of ass'n.—*Lumbermen's Indemnity Exchange v. Herrick*. *Supreme Court of Washington*. 255 Pac. 664.

Shipper Entitled to Allowance for Switching Facilities.—Tariff prescribing rental to be paid shipper for use of its "facilities" in switching intrastate shipments at its plants, which railroad was required to perform, held, in view of Interstate Commerce Act, § 15, as amended by Act. Feb. 28, 1920, § 421 (U. S. Comp. St. § 8583), not violative of Wis. St. 1925, § 195.39; "facility" as used in Wis. St. 1925, § 195.39, subd. 2, embracing anything which aids the performance of duty which the carrier was required to perform, and includes a switch engine and its crew.—*Nekoosa-Edwards Paper Co. v. Railroad Commission of Wisconsin*. *Supreme Court of Wisconsin*. 213 N. W. 633.

Warranty of Grade.—Agreement to ship "standard alfalfa" held equivalent to contract of warranty that hay should be of such grade, with respect to issue whether custom of sellers to allow inspection by buyer at destination and guarantee official weights and grades could be read into contract, so as to establish venue in county of destination, under Rev. St. 1925, art. 1995, subd. 5. Prima facie, contract to sell and buy hay, to be delivered on board cars at point of origin, billed to named city, but not in terms binding shipper to deliver hay, or pay consignee any damages for breach of contract, in such city, passed title to consignee when hay was loaded, as respects issue of venue in county of destination, under Rev. St. 1925, art. 1995, subd. 5.—*Fields v. Harris*. *Court of Civil Appeals of Texas*. 294 S. W. 612.

Sale of Sacks not Rescindable.—Insolvency at time of sale of buyer of grain bags on credit would not alone entitle the seller to rescind the sale, after a destructive hail storm and decline in the price of grain, in absence of proof of buyer's preconceived intention not to pay. Seller may rescind sale for buyer's insolvency and recover goods when, and only when, the buyer at the time of purchase was insolvent or in failing circumstances, and had no intention or reasonable expectation of paying for property, and concealed or misrepresented the facts.—*Maupin Warehouse Co. v. F. S. Fleming*. *Supreme Court of Oregon*. 255 Pac. 606. [The warehouse company sold Irvine Morris 3,300 sacks, taking his note for \$450 in 90 days; and Morris sold the sacked grain to Fleming; but a hailstorm having cut his crop he lost \$4,500, and could not meet the note. As Morris was not god for it the warehouse company sued Fleming; but the court held it could not follow sacks after a sale in good faith.]

Elevator Can Deliver Lowest of Grade Specified on Receipt.—Elevator issuing receipts for wheat designated as No. 1 durum, with agreement to deliver like amount and quality by grade, held not guilty of conversion for refusal to deliver wheat commanding top price for milling purposes claimed to be quality of wheat delivered elevator, where elevator stood ready to deliver wheat of kind, amount, and grade described in storage tickets, in view of Rev. Code 1919, §§ 9753, 9754, in force at time of issuance of tickets, authorizing delivery of equal amount of same kind or grade instead of identical grain. Where elevator offered to deliver wheat of like grades and amount with that received in compliance with contract, as represented by storage tickets, refusal of offer constituted waiver of delivery, excusing elevator from any liability for conversion.—*South Dakota Wheat Growers Ass'n v. Brady*. *Supreme Court of South Dakota*. 212 N. W. 922.

Seed Warranty.—In advertising seed corn for sale, the grower represented that 95 per cent of a tested portion of the seed had germinated. Relying on the representation, a farmer purchased and planted some of the corn. Much of the seed failed to germinate. The grower was sued for damages for breach of warranty. He admitted that he published the advertisement and testified that, when the sale was made, he told the buyer that the seed had been tested and that 80 per cent had germinated. The court instructed the jury that the corn was sold with a warranty as to its quality as seed. Held, that the instruction was proper; that the advertisement constituted an express warranty; that under section 15 of the Uniform Sales Act (section 8390, G. S. 1923) there was also an implied warranty that the corn was reasonably fit for seed; and that, even though there was an express warranty, a warranty by implication was not excluded by reason thereof.—*Baumgartner v. Glesener*. *Supreme Court of Minnesota*. 214 N. W. 27.

Recovery for Injury Under Workmen's Compensation Act.—An employee, whose duty it was to remove grain doors from unloaded cars, was directed by his foreman to "beat it up the tracks" and get the grain doors out of cars at an elevator about 2¼ miles away before the cars were switched. The order was given about 25 minutes before the work was to be done. It was impossible to cover the distance on foot or by street car within that time. The employee attempted to board a freight train moving toward the elevator, but fell and was injured. From time to time, he and other employees had boarded moving trains in going from one elevator to another to do their work and had never been forbidden to do so. The foreman had seen his men "catch trains." The employer knew that in doing their work the men got on and off cars set in motion on the elevator tracks and did not forbid the practice. Held, that relator was within the sphere of his employment and attempting to further the interests of his employer when he was injured, and that his injury arose out of his employment. The mere fact that, in attempting to board the train, relator violated a statute and an ordinance does not defeat his right to recover compensation.—*Wm. Moore v. J. A. McNulty Co.* *Supreme Court of Minnesota*. 213 N. W. 546.

Supply Trade

It takes the hammer of reiteration to make a dent on the public's mind.

Peoria, Ill.—W. A. Hines, an employee of the Hart Grain Weigher Co., suffered a crushed arm when the member caught in the elevator shaft.

Kansas City, Mo.—We announce the consolidation of our general offices and warehouse in our own building, 1301 Woodswether Road. —Gunit Concrete & Const. Co.

Buffalo, N. Y.—In the belt conveyor stands for the International Elevator, being furnished by J. B. Ehrsam & Sons Mfg. Co. several thousand Timken bearings are being used.

Minneapolis, Minn.—Sales of the Carter-Mayhew Mfg. Co. during June were the largest in its history. One day alone it received orders for \$27,440 worth of grain cleaning machinery.

Minneapolis, Minn.—The Sheffield Terminal Elevator "K" recently installed a 10-h.p. Hinckley Head Drive to operate its automatic power grain shovels. This is the fifth of the terminal elevator operators in this city to adopt this highly efficient motor speed reducer as a medium of transmission, thus eliminating not only expensive maintenance, but also the fire hazard risk so earnestly fought by all grain elevator operators and grain elevator insurance companies. Other elevators in this city now using Hinckley Head Drives are: Russell-Miller Co., Archer-Daniels-Midland Co., Albert Dickinson Co. and Froedtert Grain & Malt- ing Co.

Minneapolis, Minn.—Carter Disc Separators have recently been ordered by the following: Dan Valley Mills, Danville, Va.; Piedmont Mills, Inc., Lynchburg, Va.; Ladish-Stoppenbach Co., Milwaukee, Wis.; Cereal Products Co., Manitowoc, Wis.; Hubbard Mfg. Co., Mankato, Minn.; Northern Oats Co., Minneapolis, Minn.; Shawnee Mfg. Co., Shawnee, Okla.; Kalispell Flour Mill, Kalispell, Mont.; Liberty Mfg. Co., Germantown, Pa.; Kelly Mfg. Co., Hutchinson, Kan.; Rexburg Flour Mills, Rexburg, Ida.; Urban Mfg. Co., Buffalo, N. Y.; Raiza Mfg. Co., Lewisville, Tex.; Tulare Lake Dredging Co., Guernsey, Cal.; Scott Co., Stockton, Cal.; Peerless Mfg. Co., Stockton, Cal.; Harvester Ranch, Corcoran, Cal.; Equity Elev. & Trading Co., Wildrose, N. D.; Portland Dock Commission, Portland, Ore.; Equity Co-op. Ass'n, Baker, Mont.; International Elev. Co., Hansboro, N. D.; Farmers Elev. Co., Rosholt, S. D.; Farmers Elev. Co., Williston, N. D.; Tri-State Mfg. Co., Belle Fourche, S. D.; Minnesota Elev. Co., Fonda and Tasco, N. D.; Selfridge Equity Exch., Selfridge, N. D.; Chelsea Grain Co., Chelsea, S. D.; Farmers Elev. Co., Hastings, N. D.; Farmers Grain Co., Grand Harbor, N. D.

Destruction of more than 95% of the European corn borer has been accomplished as the result of the 4 months' intensive spring campaign in defense of the nation's corn crop which ended July 2, according to reports to the department of agriculture. General emergence of the moths of the borers makes further cleanup of corn refuse useless for the season. The campaign, conducted by the department in co-operation with state agricultural colleges, the state departments of agriculture, and more than 300,000 farmers of New York, Pennsylvania, Ohio, Michigan and Indiana, was one of the most intensive ever waged against an insect pest in the United States. An area of more than 2,000,000 acres was involved. The final result will be determined this fall when records of the spread and infestation of this year's corn crop can be completed.

Grain Claims Bureau, Inc.

19 So. La Salle St. Chicago, Ill.

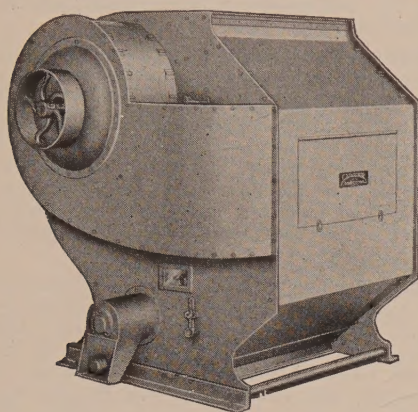
Audits for purpose of recovering your freight claim losses will cost you nothing. We will not fail to fully protect your interests. Our charges will never exceed 33⅓% of amount recovered; frequently less. We would like to serve YOU.

W. S. BRAUDT, Pres. and Treas. HARRY J. BERMAN, General Counsel

Aspirator for Complete Air Cleaning.

The new Duo-Aspirator is one of the units of the Carter system of controlled cleaning of grain for milling; but due to the great efficiency of the Duo-Aspirator it is now being used on others than the milling stream. In the mill stream in order are employed the Scalperator, Millerator, Disc; Duo Aspirator, and again the Duo-Aspirator follows the washing, tempering or scouring machines.

Like other Carter-Mayhew products the Duo-Aspirator is made entirely of steel. This makes for sturdiness, long life, low repair costs and permits of a complete seal at all points. The seal is highly important in an aspirator as the leakage of air at any point works against the lifting efficiency of the machine.



Carter Duo-Aspirator.

The Duo-Aspirator may be fed under a full head or it can be placed on a stream. The wheat or other grain to be aspirated flows down thru the grain leg (A) in the cross-section herewith, and collects upon the seal gate (B). The grain backs up above the seal gate providing a head of grain on the seal gate and at the same time providing a perfect seal. The seal gate is op-

erated by an adjustable weight and when the grain reaches a certain predetermined weight, the seal gate automatically opens and allows the grain to flow thru in a fine, even stream. It should be noted that the flow of the grain is stopped or retarded momentarily as it leaves the feed gate.

Over the entire length of the aspirating leg at the point C a steady current of air is drawn through the thin stream as it leaves the seal gate for the first aspiration. No portion of the thin, even stream of grain can escape the air current.

The grain then falls upon the deflector shelf (D) where the flow is again retarded and deflected. As the grain leaves the deflector shelf the air again strikes it and is drawn thru it for the second time. From here the grain continues to drop and is discharged at the bottom of the machine.

The liftings of the air are carried up thru the aspirating leg F and are thrown by centrifugal force against the outside wall of the centrifugal dust collector. The area of the centrifugal settling chamber rapidly increases at this point and the air expands away from the liftings.

The air, now clean again, goes back into the extended eye of the fan (H) while the liftings dropping by their own weight accumulate in the bottom of the collector chamber (G) where a screw conveyor (I) ejects all of the settlings. The air from the fan returns to the Duo-Aspirator thru the air passage (J).

The centrifugal dust collector that forms an important part of the Duo-Aspirator is unique in that it is so designed that it provides a thoro settling of light material which it is always difficult to collect.

The efficiency of this centrifugal settling chamber is such that the air discharged by the fan is clean and is used over again in the machine, thus eliminating the necessity for an external dust collector.

The efficiency of the Duo-Aspirator is due to three important principles of design. First, all the air must go thru all of the grain. This fundamental feature has been taken for granted rather than actually accomplished in less ef-

ficient devices. Second, the low power, multi-vane fan moves more air for a given power input, and a valve in the fan return gives a very delicate control of the air. No power is used in moving air thru long pipes to remote dust collectors. Third, the grain is twice aspirated. All the air is drawn thru all the grain twice, the second aspiration being of the same high efficiency as the first aspiration.

The Carter Duo-Aspirator is based on an old European idea that has been revamped and given a new twist. It is vibrationless and dustless. The two air currents lift out dust, chaff, pin oats, seeds, sand, etc.

Egg men of the Chicago Mercantile Exchange recently commenced a trial of the pit system of trading, the same as used by members of the Board of Trade. S. Edward Davis, business manager of the Exchange, said that the pit instead of the blackboards as a means of marketing products is expected to facilitate trading.

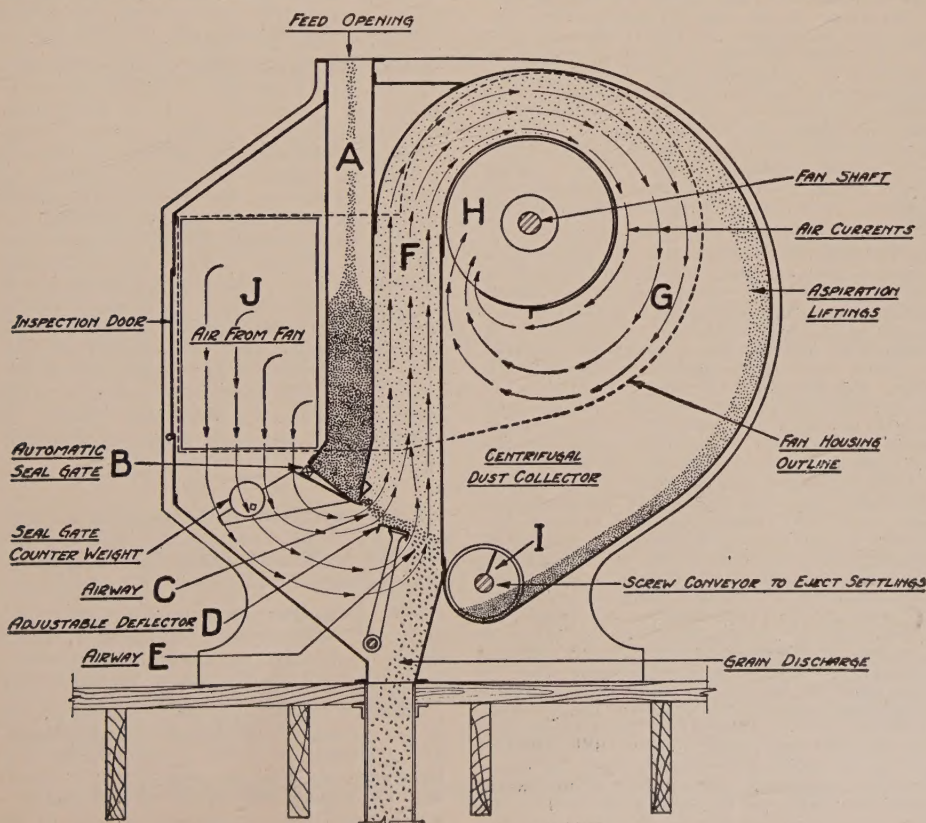
HESS PNEUMATIC GRAIN DRIERS

Used everywhere—
NONE BETTER

For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

**HESS WARMING &
VENTILATING CO.**
1207 So. Western Ave.
CHICAGO

Hess Drier Company of Canada, Ltd.
Theodore Kipp, Mgr.
68 Higgins Ave. Winnipeg, Manitoba



Cross Section of the Carter Duo-Aspirator.

Anti-Friction Bearings.

By H. C. LEE OF THE MUTUAL FIRE PREVENTION BUREAU.

The use of anti-friction bearings for various industrial applications has been greatly enlarged during the past three or four years. The manufacturers have developed bearings for every conceivable use and have spent large sums of money in promoting their use in hitherto undeveloped fields. Use on railroad cars is a convincing example.

While anti-friction bearings of various types have been used in mills and elevators for several years, principally as equipment on some machines, there has been no general application of the principle. This probably has been due to adverse experience some users had with the early installations.

However, the anti-friction bearings, by which we mean either the ball or roller principle, has now been developed to the point where it is entirely practical for general mill and elevator use. We are recommending it to your attention. We have no bone to pick with the plain bearing except that, with the usual care and attention it receives around a mill or elevator, it is a fire breeder. The anti-friction bearing is not. For that reason we invite your attention to it.

Consider the elevator head shaft bearings. They are usually hard to get to and receive little attention, and yet, next to the main drive bearings, they are the hardest worked bearings in the plant. They can be easily and economically replaced with the anti-friction type which require oil or grease at only infrequent intervals, and which use only a minimum amount of power. These bearings are adaptable to any use. Usually their use results in a marked saving of power. The writer has visited mills where every shaft bearing in the plant was of the anti-friction type and where the men in the plant were loud in their praises.

Milling and grain cleaning machinery of all kinds are either being so equipped originally or furnished on order. It is safe to say that the majority of milling machines built today are made with anti-friction bearings. The success of such bearings on heavy duty machines, such as attrition mills and grinders, has demonstrated their reliability beyond question. Corn shellers

are so equipped. Roller mills which are so equipped are being widely used, to the entire satisfaction of the miller and the owner. Power and upkeep costs are materially reduced.

Remember that the bearings as now made and sold are an improved type compared to similar bearings of ten years ago. They are a satisfaction to have. Not only do they tend to decrease power costs, but also they decrease the possibility of fire. They are well worth investigating.

Books Received

"FALL SOWN OATS IN THE SOUTH," by T. R. Stanton, states that from 2,000,000 to 3,000,000 acres of fall sown oats are grown annually in the south. In the Carolinas, Georgia, Alabama, Mississippi and Louisiana considerably more than 50 per cent of the oats acreage is devoted to the fall-sown crop. The bulletin is No. 1481 and may be obtained from the Department of Agriculture, Washington, D. C.

ANNUAL REPORT OF THE AMERICAN TELEPHONE & TELEGRAPH CO. for the Year 1926, gives concrete specifications of the progress made towards the company's ideal of service, graphs, statistics, statements of financial condition, comparisons of the numbers of telephones in countries of the world, and a number of other interesting and surprising bits of information. It appears that for each one of the 17,574,252 telephones in use the company has an investment of \$218.27.

COB DISCOLORATION is discussed by R. A. Jehle, F. W. Oldenburg and C. E. Temple in a recent bulletin issued by the University of Maryland entitled "The Relation of Internal Cob Discoloration to Yield in Corn Five Years' Results." The yield from seed corn on cobs free from internal discoloration is greater than the yield from seed corn on cobs with internal discoloration, provided other conditions are similar. Copies of the bulletin may be obtained from Agricultural Experiment Station, College Park, Md.

SEED CHARACTERS OF MAIZE, Variability in the Linkage of Two, by G. N. Collins and J. H. Kempton, is the title of Bulletin No. 1468, which is of invaluable aid to breeders of seed corn. The improvement of plants by systems of breeding is contingent upon the inheritance of the qualities it is desired to perpetuate. This bulletin is a study of the fundamental principles underlying the transmission of characters, in an effort to remove some of the uncertainties of the breeding of seed corn. Copies may be secured from the Superintendent of Documents, Government Printing Office, Washington, D. C., for 10c each.

"BUSINESS IN POLITICS" is the latest book of Charles Norman Fay, author of "Labor in Politics," "Too Much Government; Too Much Taxation," and "Big Business and Government." Not only is Mr. Fay a student of business and governmental affairs, but a practical business man, being formerly president of the Chicago Gas Co., Indiana National Gas & Oil Co., Chicago Arclight & Power Co., and Remington-Sholes Typewriter Co. Mr. Fay dedicates his book to the members of the Chambers of Commerce and the great Business Ass'ns thruout the United States, urging their members to devote more time and thought to governmental affairs. He aptly points out the existing inefficiency of our present government and gives suggestions for its betterment. His contention is that the principles of efficient government are the same as for efficient business organizations, namely: To concentrate the power to determine policies, make laws and lay taxes in the hands of representatives directly chosen by the people, but so few in number, and so long in term of office, as to make their choice a very serious affair. To abandon the election by popular vote of executives and judges; and to provide for their long term or life appointment by the legislature—safeguarded by carefully drawn provisions for removal of unworthy appointees. "Business in Politics" is well worth a careful reading and may be obtained from the author, Cambridge 38, Mass., at \$1 plus postage from Boston.

Insurance Notes.

Some stock fire insurance companies are cancelling off all grain elevators in the Southwest and refusing to rewrite even at an increased rate. Fortunately, the elevator owners who are willing to correct the known fire hazards of their plants, can still get dependable insurance at cost from the established mill mutuals.

The Proceedings of the Second Short Course on Fire Prevention, Control and Extinguishment at the University of Illinois, June 15 to 18, 1926, have been published by the University in a paper-bound volume of 341 pages, including an address on lightning protection by R. D. MacDaniel, in charge of service and electrical department of the Grain Dealers' Fire Ins. Co., and numerous other papers, profusely illustrated.

Fire prevention in Finland has been made effective by prohibiting shingle roofs and limiting wooden buildings to one and two stories. A space of 18 ft. is required between wooden structures. Windows are not permitted to face a neighboring house, and stairs and floors of stone edifices must be fireproof. The result is that fires do not spread to neighboring houses. There have been no conflagrations for half a century.

Minneapolis, Minn.—The underwriters' and accountants' committees of the various mill mutual insurance companies held their regular semi-annual meeting here June 22. O. M. Earl of the Grain Dealers' Fire Insurance Co., Indianapolis, was elected pres. and Eugene Arms of the Mutual Fire Prevention Bureau, Chicago, sec'y. Harry M. Giles, Minneapolis, mgr. of the mill mutual companies, entertained the party at the White Bear golf club.

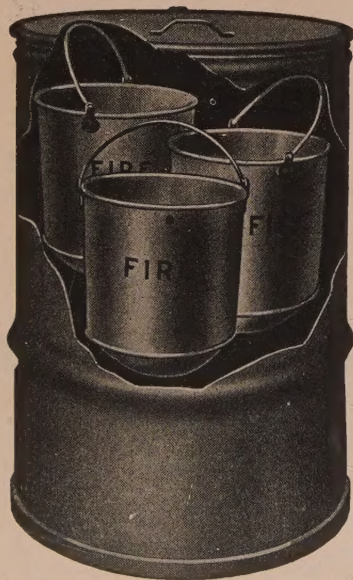
Safety codes for the prevention of dust explosions have been compiled by the U. S. Bureau of Labor Statistics as Bulletin No. 433, sponsored by the National Fire Protection Ass'n and the U. S. Dept. of Agriculture. This pamphlet of 40 pages gives the separate codes for starch factories, for flour mills, for terminal grain elevators, for sugar pulverizing systems, for cocoa pulverizing systems, for pulverized fuel systems, all indexed. Government Printing Office, Washington, 10 cents per copy.

Greenville, Tex.—The Court of Civil Appeals of Texas on Apr. 28, 1927, reversed the decision of the district court of Hunt County, which had affirmed an award of the Industrial Accident Board allowing damages to the widow of John S. Spencer, who was accidentally killed while working for the Reyburn Engineering Co. on the construction of an addition to the plant of the Greenville Mill & Elevator Co., at Greenville. While making an excavation, a wall fell on him. The Board allowed her \$8.65 a week for 360 weeks. This was reversed in favor of the Ocean Accident & Guarantee Corporation, because the widow had elected to bring suit against the Greenville Mill & Elevator Co., and had received an adverse decision. Under the law, the beneficiary cannot bring separate suits, but must make an election.

Eighty per cent of the farmers are tickled pink that Pres. Coolidge had the courage to veto the McNary-Haugen Bill, now that they have become familiar with its provisions.

The Canadian government plans to experiment with specially designed dusting airplanes to be used in dusting wheat rust and in dusting spruce worms in spruce forests.

Doing a credit side-line business profitably is not unusual. Adding the percentage for bad accounts on a net income basis to your handling margin on side-lines is one sure way of coming out ahead, tho of course selling for cash only is the surest way of avoiding the accumulation of a number of slow accounts.



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